

99-7-489

### Michigan County Road Commission Self-Insurance Pool

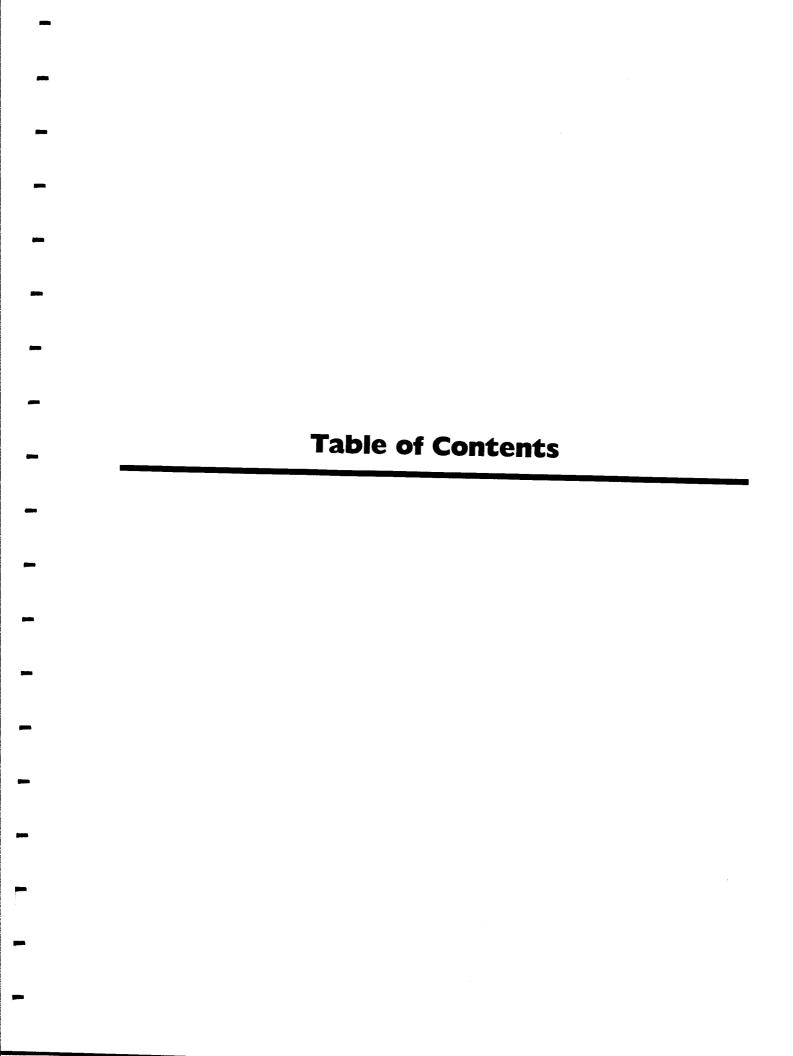
### Comprehensive Annual Financial Report March 31, 2004

Prepared by:

Thomas P. Brouwer, Administrator

Gayle Pratt, Assistant Administrator and Director of Finance

Finance Department



### Contents

Introductory Section	
Letter of Transmittal	ì-vii
Certificate of Achievement for Excellence in Financial Reporting	viii
Organizational Chart	ix
List of Officers and Committees	×
Financial Section	
Report Letter	1-2
Management's Discussion and Analysis	3-6
Basis Financial Statements	
Statement of Net Assets	7
Statement of Revenue, Expenses, and Changes in Net Assets	8
Statement of Cash Flows	9-10
Notes to Financial Statements	11-20
Other Supplemental Information	
Schedule of Claims Information for All Lines of Coverages - Fiscal Year Ended March 31, 2004	21-22
Schedule of Changes in Net Assets From Operations by Policy Year for the Ten-Year Period From April 1, 1994 Through March 31, 2004	23-24
Schedule of Changes in Net Assets From Operations by Policy Year - Fiscal Year Ended March 31, 2004	25-26
Reconciliation of Claims Liabilities by Type of Contract	27-28

### **Contents (Continued)**

Other Supplemental Information (Continued)	
Budget-to-Actual Table for the Twelve - Month Period Ended March 31, 2004	29
Statistical Section	
Loss Development Through March 31, 2004:	
All Coverages:	
Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Incurred But Not Reported Reserves Reported Claim Counts Closed Claim Counts	30-3 l 32-33 34-35 36-37 38 39
General Liability:	
Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Incurred But Not Reported Reserves Reported Claim Counts Closed Claim Counts	40-41 42-43 44-45 46-47 48 49
Trunkline Liability:	
Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Reported Claim Counts Closed Claim Counts	50-51 52-53 54-55 56 57
Auto Physical Damage:	
Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Reported Claim Counts Closed Claim Counts	58-59 60-61 62-63 64 65

### **Contents (Continued)**

### **Statistical Section** (Continued)

Loss Development Through March 31, 2004 (Continued):

#### Property:

Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Reported Claim Counts Closed Claim Counts	66-67 68-69 70-71 72
Equipment Physical:	73
Paid Losses Case Reserves Reported Losses (Paid Losses Plus Case Reserves) Incurred But Not Reported Reserves Reported Claim Counts Closed Claim Counts	74-75 76-77 78-79 80-81 82 83
Aging of Receivables	84
Comparative Schedule of Revenue and Expenses - Years Ended March 31, 1995 Through March 31, 2004	85-86

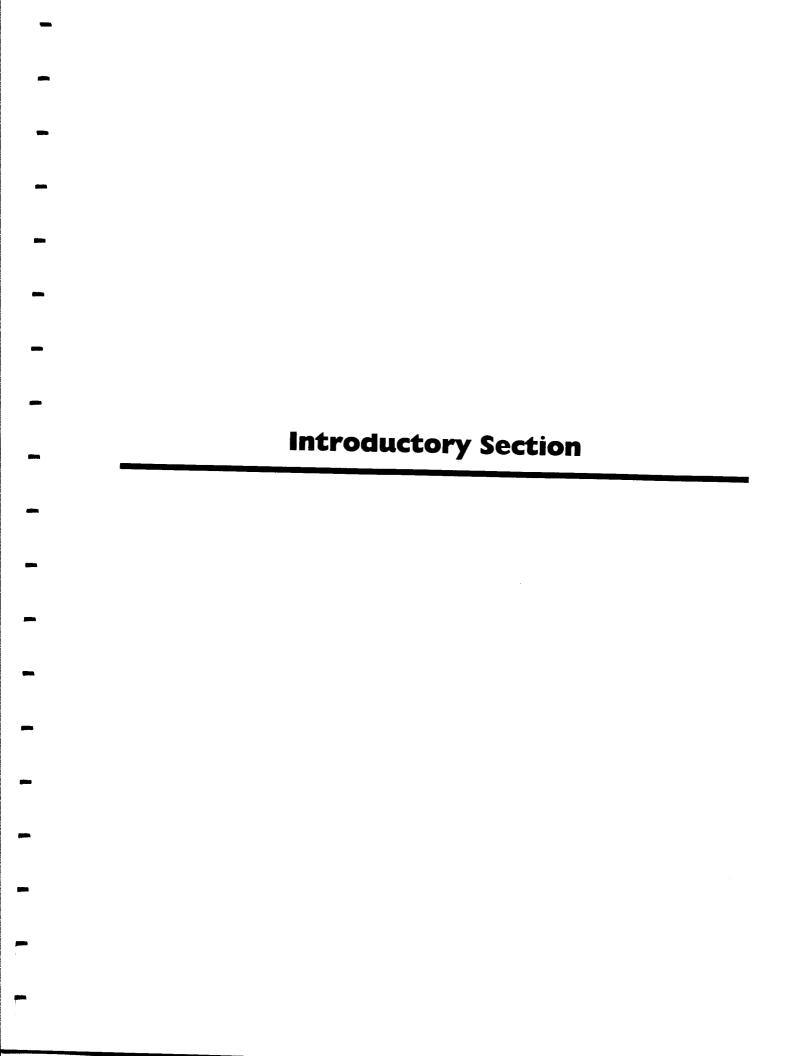
# C

Loss Fund for the Ten-Year Period Ended March 31, 2004	87-88
Loss Fund for the Ten-Year Period Ended March 31, 2004	87-88

Claim Activity for the Ten-Year Period Ended March 31, 2004	89
---	----

Demographic Data	90
	, ,

Scope of Coverages	
1 2 2 3 3 4 5 6 5	91





MICHIGAN
COUNTY
ROAD
COMMISSION
SELF-INSURANCE
POOL

**Board of Directors** 

Karl A. Schmidt, Chairman

Sharon K. Hice, Vice Chairman

Jeff J. Best Kent

Lonny L. Lutke Missaukee

Louis N. MacDonald Chippewa

Donald M. Marende St. Clair

Robert S. Menard

Marquette

Dorothy G. Pohl

James A. Vermeesch Cheboygan

Administrator Thomas P. Brouwer

Assistant Administrator Board Treasurer Gayle A. Pratt

> Board Secretary Kay Newberry

417 Seymour Street Post Office Box 14119

Lansing, MI 48901-4901

(517) 482-9166 (800) 842-4971 FAX: (517) 485-4809 May 20, 2004

Board of Directors
Michigan County Road Commission Self-Insurance Pool
417 Seymour
Lansing, MI 48933

Dear Board of Directors:

County road commissions in the State of Michigan established and created a Trust Fund, known as the Michigan County Road Commission Self-Insurance Pool (MCRCSIP), pursuant to the provision of Act 138 of the Michigan Public Acts of 1982 and began providing services April 1, 1984. This statewide self-insurance pool was established to provide for joint and cooperative action relative to Members' financial and administrative resources for the purpose of providing risk management services along with property and liability protection. Membership is restricted to road commissions and related road commission activities within the State.

The MCRCSIP is funded by a yearly contribution assessment of its members with various criteria being used to rate the different lines of coverage such as:

General Liability – 50 percent based on exposure (miles & population); and 50 percent based on experience (using net paid capped losses)

Auto Liability - A rate per vehicle

Trunkline Liabilities (excluding General Liability) - An actuarially computed rate per mile

Employment Practices Liability/Errors & Omissions – A flat rate charge to all members; fifteen (15) percent of the total collected based on experience, fifty (50) percent of the remaining amount to be collected based on population and fifty (50) percent based on number of employees.

Umbrella - Rate is a percent of underlying coverages



Page 2 of 7 Letter of Transmittal

Physical Damage - A rate per \$100 of value

Crime – A rate based on number of employees and amount of coverage

New members may be accepted into the MCRCSIP upon application and approval from the Board of Directors. Prospective new members are underwritten using data obtained through a new member survey and the best loss history data available.

#### FINANCIAL MANAGEMENT

The Comprehensive Annual Financial Report (CAFR) for the year ending March 31, 2004 is being submitted to the Board of Directors as suggested by the Association of Governmental Risk Pools (AGRIP) and regulations of the Michigan Bureau of Insurance. Responsibility for both the accuracy of the data, and the completeness and fairness of the presentation, including all disclosures rests with management. The Pool's books are recorded on a full accrual basis in accordance with generally accepted accounting principles and the GASB. We believe this information is accurate in all material aspects; that it is presented in a manner designated to fairly state the financial position and results of operations of the MCRCSIP.

Management of the MCRCSIP is responsible for establishing and maintaining an internal control structure designed to ensure that the assets of the MCRCSIP are protected from loss, theft or misuse and to ensure that adequate accounting data is compiled to allow for the preparation of financial statements in conformity with generally accepted accounting principles. The internal control structure is designed to provide reasonable, but not absolute, assurance that these objectives are met.

Assets of the MCRCSIP are invested in accordance with Section 10, of Act No. 138, Michigan Public Acts of 1982, and the policies adopted by the MCRCSIP Board of Directors.

Plante & Moran, L.L.P. Certified Public Accountants, provide an objective, independent review of the fairness of the MCRCSIP's reported financial position and results of operations. Their examination includes the auditing procedures, which they deem



Page 3 of 7
Letter of Transmittal

necessary to express an opinion as to the fairness of the financial statements.

Beginning September, 1993, Milliman USA was hired by the Board of Directors to perform an independent actuarial review which confirms the adequacy and reasonableness of the liabilities recorded as "allowances for unsettled claims and claims incurred but not reported (IBNR)". Their report is also submitted to the Board.

#### THE ANNUAL REPORT

Part I – Introductory Section: Contains information regarding the MCRCSIP's management structure, executive officers, and financial reporting requirements set forth in the MCRCSIP bylaws as presented to the governing body by the principal financial officer. This information provides the basis for understanding the CAFR.

Part II – Financial Statements: Includes all financial statements prepared from the MCRCSIP's books and records for the twentieth fiscal year of operations. The MCRCSIP's independent accountants, Plante & Moran, L.L.P. have examined the financial section. Copies of their report letter, dated May 20, 2004 are included in the CAFR as indicated in the table of contents.

Part III – Statistical Data: Contains certain data pertaining to cumulative claim activity, loss development, comparative financial information, and demographic data which will be of general interest to the members. It is expected that this database will be expanded in future years for historical and comparative purposes.

#### FINANCIAL HIGHLIGHTS

Revenue – Revenue and Other Income of the Pool for fiscal 2003/04 totaled \$ 28,311,896. Of this amount \$ 18,561,140, or 65 percent, consisted of member contributions; \$ 2,521,407, or 9 percent, consisted of interest and dividend income, \$ 7,131,984, or 25 percent, consisted of realized & unrealized gains and losses on investments; and \$ 97,365, or 1 percent, consisted of rental income.



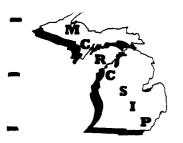
Page 4 of 7 Letter of Transmittal

Expenses – Expenses for fiscal 2003/04 totaled \$16,126,563. Of the total amount \$7,695,461, or 48 percent, consisted of payments made on claims for all years; \$-450,726, or -3 percent, consisted of a net decrease in allowances for unsettled claims and claims incurred but not reported (IBNR); \$6,526,885, or 40 percent, consisted of excess insurance premiums; \$1,143,505, or 8 percent, consisted of the service fee; and \$1,211,438 or 7 percent, consisted of administrative expense (including \$213,467 for investment expenses and \$81,300 for rental expenses).

#### COST CONTAINMENT

Loss Prevention/Training continues to be of primary importance to the MCRCSIP. To this end, both Mike Shultz and Mike Phillips continue to spend 100% of their time devoted to this service. Their efforts continue to be centered on the Loss Control Visits to member facilities and work areas. The goal of these Visits is to assist members in making their work environment as safe as possible for their employees as well as protecting the general public while traveling their roads. Mike and Mike have conducted a total of two hundred and fifty (250) service visits during 2003/04; advised members of one thousand ninety-five (1,095) safety audit recommendations; conducted seventy-five (75) in-house training sessions during which more than one subject was usually discussed; developed training curriculums covering at least 30 subjects; participated in several workshops, seminars and special presentations; drove a total of seven thousand five hundred and eighty (7,580) road surveillance miles; and a total of fifty-six thousand four hundred and seventeen (56,417) vehicle miles. They also wrote fourteen (14) articles for the Pool Cue newsletters and Roadside Chats.

Mike Shultz organized a MCRCSIP Member Loss Control Committee with sub-committees representing the many areas of member loss exposure. Members on this committee and its sub-committees consist of representatives from each road commission council in the State. The goal for the committee is to discuss and recommend focus areas for the MCRCSIP to use in assisting our members in their goal to make their counties as safe as possible.



Page 5 of 7
Letter of Transmittal

#### MEMBER CONTRIBUTIONS

Equity among the membership continues to be the primary goal of the board's contribution policy. The components used to compute member contribution requirements for the 2003/04 coverage year remained the same as 2002/03.

Terri Kelley, Langan & Co., is responsible for negotiating the Excess/Reinsurance Insurance package. Although a continued tightening of the insurance marketplace made a very difficult environment in which to work, Terri was successful in putting an equitable package together.

The final package mirrored last year's package with the exception of the Auto Liability Self-Insured Retention that was increased from one million dollars (\$1,000,000) per occurrence to one million five hundred thousand dollars (\$1,500,000) per occurrence and Buildings and Contents coverages that increased from five hundred thousand dollars (\$500,000) Any One Loss to one million dollars (\$1,000,000), with Combined Retention increasing from one million two hundred fifty thousand dollars (\$1,250,000) to one million seven hundred fifty thousand dollars (\$1,750,000) and Policy Annual Aggregate increasing from one million seven hundred fifty thousand dollars (\$1,750,000) to two million dollars (\$2,000,000). The package, once again, included some significant increases in required premiums.

#### **MAJOR INITIATIVES**

The upgrading of the MCRCSIP's information system was continued. During the 2003/04 fiscal year, our major focus was on changing our connection to our remote users to Terminal Services. This required us to upgrade to Windows 2003 and install a new server, but it also allowed us to improve our remote connections at a greatly reduced annual cost. We launched a new Website that has a new look, and more functionality than the old one. It is also the first step in our plan to increase our use of the internet to provide improved services to our members.



Page 6 of 7 Letter of Transmittal

The Property/Equipment Physical Damage computer program has a new programmer and an enhanced design. The original programmer was unable to complete the program, and we found a new programmer that is more skilled at integrating database functions with the internet. We are looking at a summer 2004, phase I completion date.

Expanding and promoting a successful Loss control/Training program continued to be a major effort during 2003/04.

During the 2003/04 fiscal year, we engaged Milliman, USA to perform an audit of our claims management system. They reviewed documentation of our claim counts, loss runs, claims handling and litigation management procedures, as well as applicable manuals and guidelines. They visited Cambridge's offices to interview key personnel and review files. As we expected, the audit found that Cambridge is doing an excellent job managing our claims.

#### **AWARDS**

The Government Finance Officers Association of the United States and Canada (GFOA) awarded a Certificate of Achievement for Excellence in Financial Reporting to the Michigan County Road Commission Self-Insurance Pool (MCRCSIP) for its comprehensive annual financial report (CAFR) for the fiscal year ended 3-31-2003. This was the seventh consecutive year that the MCRCSIP has achieved this prestigious award. In order to be awarded a Certificate of Achievement, a government must publish an easily readable and efficiently organized comprehensive annual financial report. This report must satisfy both generally accepted accounting principles and applicable legal requirements.

A Certificate of Achievement is valid for a period of one year only. We believe that our current comprehensive annual financial report continues to meet the Certificate of Achievement Program's requirements and we are submitting it to the GFOA to determine its eligibility for another certificate.



Page 7 of 7
Letter of Transmittal

The Michigan County Road Commission Self-Insurance Pool has received a renewal of recognition from the Association of Governmental Risk Pools (AGRIP) for being in general compliance with AGRIP'S pool advisory standards.

#### CONCLUDING COMMENTS

It is my privilege to report that as of March 31, 2004 the MCRCSIP has concluded its 20<sup>th</sup> successful year of operations. Because of the difficult insurance markets the decision was made to assume some increase in the MCRCSIP retained exposure. This decision not only saved some dollars upfront but also allows us to keep the additional member contribution dollars in the MCRCSIP's assets to be invested until needed, or refunded if circumstances allow.

While our overall exposure, as calculated by our actuaries, continues to decrease, we have seen a significant number of claims in the EPL, Property, and Equipment Physical Damage exposure areas. Our Loss Control efforts for 2004/05 will be concentrated in these areas as we visit our membership and promote training sessions for all levels of employees. We will continue to monitor the exposures and claims and will suggest further actions if they become necessary.

The equity market rebounded in 2003/04 while the fixed income portfolio ended its positive trend. Overall, both United Bank and Trust and Banc One did a very good job in comparison with the indices and provided the MCRCSIP with a respectable return. Thanks to both for a job well done. Our staff members and vendors have continued to do an exemplary job in support of your positive dedicated leadership and the active support and cooperation of the membership. All of you continue to make being a part of the MCRCSIP family a real pleasure.

Thank you all for the opportunity!

Respectfully submitted,

Thomas Brouwer

# Certificate of Achievement for Excellence in Financial Reporting

Presented to

# Michigan County Road Commission Self-Insurance Pool

For its Comprehensive Annual
Financial Report
for the Fiscal Year Ended
March 31, 2003

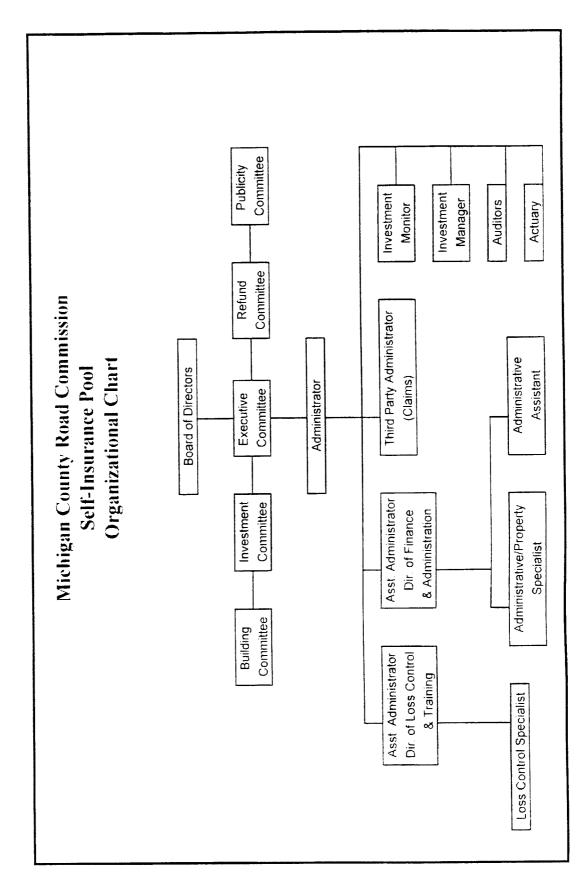
A Certificate of Achievement for Excellence in Financial Reporting is presented by the Government Finance Officers Association of the United States and Canada to government units and public employee retirement systems whose comprehensive annual financial reports (CAFRs) achieve the highest standards in government accounting and financial reporting.

COMPOSITE STATES

President

**Executive Director** 

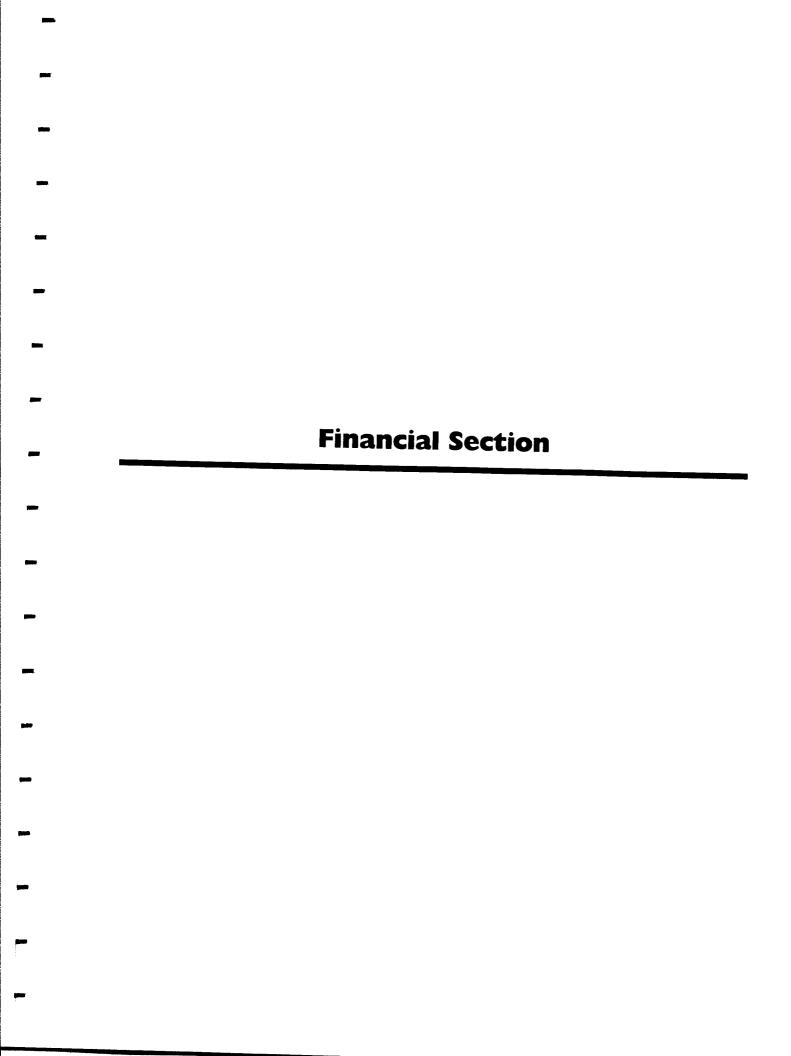
#### **Organizational Chart**



### **List of Officers and Committees**

### 2003/2004 BOARD OF DIRECTORS

	Karl Schmidt  Jackson County Road Commission	Chairman
-	Sharon Hice Eaton County Road Commission	Vice-Chairman
-	Jeff Best Kent County Road Commission	Director
-	Lonny Lutke Missaukee County Road Commission	Director
_	Louis MacDonald Chippewa County Road Commission	Director
_	Donald Maronde St. Clair County Road Commission	Director
-	Robert Menard  Marquette County Road Commission	Director
_	Dorothy Pohl Ionia County Road Commission	Director
-	James Vermeesch Cheboygan County Road Commission	Director
-	STAFF Thomas Brouwer	Administrator
-	Gayle Pratt	Assistant Administrator Director of Finance/Administration
-	Michael Shultz	Assistant Administrator
-	Michael Phillips	Director of Loss Control/Training  Loss Control Specialist
	Kay Newberry	Administrative/Property Specialist
_	Janet Wise	Administrative Assistant
T		







1111 Michigan Ave. East Lansing, MI 48823 Tel: 517.332.6200 Fax: 517.332.8502 plantemoran.com

#### Independent Auditor's Report

To the Board of Directors Michigan County Road Commission Self-Insurance Pool

We have audited the basic financial statements of Michigan County Road Commission Self-Insurance Pool, as of and for the years ended March 31, 2004 and 2003. These basic financial statements are the responsibility of the Pool's management. Our responsibility is to express an opinion on these basic financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the basic financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the basic financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall basic financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the basic financial statements referred to above present fairly, in all material respects, the financial position of Michigan County Road Commission Self-Insurance Pool at March 31, 2004 and 2003, and the changes in financial position, including cash flows, for the years then ended, in conformity with accounting principles generally accepted in the United States of America.

Our audit was made for the purpose of forming an opinion on the basic financial statements taken as a whole. The other supplemental information listed in the financial section of the table of contents is presented for purposes of additional analysis and is not a required part of the basic financial statements of Michigan County Road Commission Self-Insurance Pool. This information has been subjected to the procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

The statistical data listed in the statistical section of the table of contents is presented for purposes of additional analysis and is not a required part of the basic financial statements of Michigan County Road Commission Self-Insurance Pool. The financial information has been subjected to the procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole. We did not audit the claim count information and express no opinion on it.



To the Board of Directors
Michigan County Road Commission
Self-Insurance Pool

The management discussion and analysis is not a required part of the basic financial statements but is supplemental information required by the Governmental Accounting Standards Board (GASB). We have applied certain limited procedures, which consisted principally of inquires of management regarding the methods of measurement and presentation of the required supplemental information. However, we did not audit the information and express no opinion on it.

As described in Note 7, the Pool has implemented a new financial reporting model, as required by the provisions of the GASB Statement No. 34, Basic Financial Statements-and Management's Discussion and Analysis-for State and Local Governments, and related statements, as of April 1, 2003.

Plante & Moran, PLLC

May 20, 2004



### **Management's Discussion and Analysis**

#### **Using This Annual Report**

This annual report consists of the Statement of Net Assets, the Statement of Revenue, Expenses, and Changes in Net Assets, and the Statement of Cash Flows. Along with the footnotes, they provide detailed financial information concerning the Michigan County Road Commission Self-Insurance Pool (Pool). This section, the Management's Discussion and Analysis, is intended to provide an overview of the Pool's financial condition, result of operations, and other key information.

#### **Financial Overview**

In analyzing the Pool's financial position, it is important to recognize the mission of the Pool. From a financial perspective, the Pool's general objectives are to formulate, develop, and administer, on behalf of the members, a program of insurance, to obtain lower costs for that coverage, and develop a comprehensive loss prevention program. As of March 31, 2004, 78 county road commissions and one water authority within the State of Michigan participate in the Pool (79 members).

The key financial statistics for the Pool would be based on total anticipated claims to be paid in a specific policy year as compared to the contributions received from members, otherwise known in the industry as a "loss ratio."

	Policy Year Ended		
	2004	2003	2002
Total member contributions	\$ 18,561,140	\$ 15,964,448	\$ 14,810,048
Total estimated claim payments  Loss ratio	\$ 15,023,469	\$ 11,089,183	\$ 8,960,177
LOSS I ALIO	80.9%	69.5%	60.5%

Total estimated claim payments for each policy year consists of claim payments and an estimate of unsettled claims estimated by a third-party administrator and an estimate of claims incurred but not reported by an independent actuary. The methods of making such estimates are continuously reviewed by management, and according to industry practice, any changes to these estimates will have an impact on reported results of future periods. Claim payments can change significantly from period to period because the ultimate amount paid for claims is dependent on the frequency of claims filed as well as other events such as jury decisions, court interpretations, and legislative changes.

### **Management's Discussion and Analysis (Continued)**

#### Financial Overview (Continued)

To reduce the Pool's exposure to large specific claims and aggregate policy year claims, the Pool enters into excess insurance contracts to recover losses in excess of stated amounts in the excess insurance contract. Currently, the per claim limit totals \$1.0 million for general liability for 2004 and 2003, and \$2.0 million and \$1.75 million for auto liability for 2004 and 2003, respectively. The aggregate limit, based on each policy year, totals approximately \$11.5 million for 2004 and 2003, respectively.

The Pool's total assets, liabilities, and net assets remained consistent from a year ago. Approximately 89 percent in 2004 and 98 percent in 2003 of the assets consist of investments. Approximately 99 percent in 2004 and 2003 of total liabilities consist of allowances for unsettled claims and claims incurred but not reported. Due to the nature of self-insurance pools and the related reporting and settlement processes of claims, it is anticipated, based on historical averages of the Pool, that approximately 18 percent of the estimated unsettled claims and claims incurred but not reported will be settled within one year. The analysis below presents a comparison of the Pool's current year financial position to the prior year:

	2004	2003	% Change
Current assets	\$ 66,785,783	\$ 54,993,876	21.4%
Long-term assets	335,044	429,724	-22.0%
Total assets	\$ 67,120,827	\$ 55,423,600	21.1%
Current liabilities	5,774,532	5,761,912	0.2%
Long-term liabilities	26,849,585	27,350,311	-1.8%
Total liabilities	32,624,117	33,112,223	-1.5%
Net assets:			
Invested in capital assets (restricted)	306,999	325,496	-5.7%
Unrestricted	34,189,711	21,985,881	55.5%
Total net assets	34,496,710	22,311,377	54.6%
Total liabilities and net assets	\$ 67,120,827	\$ 55,423,600	21.1%

### **Management's Discussion and Analysis (Continued)**

### Financial Overview (Continued)

The following table shows the major components of income from operations for the current year, compared to the prior year:

_	2004	2003	% Change
Revenue			
Member contributions	\$ 18,561,140	\$ 15,964,448	16.3%
Rental income	97,365	92,914	4.8%
			7.070
Total revenue	18,658,505	16,057,362	16.2%
Expenses			
Total provision for claims	(7,244,735)	(8,226,516)	-11.9%
Total operating expenses	(8,881,828)	(6,658,273)	33.4%
		(0,030,273)	33. <del>470</del>
Total expenses	(16,126,563)	(14,884,789)	8.3%
Excess of Revenue Over Expenses and			
Claims - Before other income (expense)			
and distributions to members	2,531,942	1,172,573	115.9%
Others			
Other Income (Expense)			
Interest and dividend income	2,521,407	2,533,282	-0.5%
Realized and unrealized gains (losses) on			3.0 / 0
investments	7,131,984	(7,101,535)	200.4%
Total other income (expense)	9,653,391	(4,568,253)	311.3%
Excess of Revenue Over (Under)			
Expenses - Before distributions to			
members	12 105 222	. <b>.</b>	
	12,185,333	(3,395,680)	458.8%
Distributions to Members		(2,500,000)	100.0%
Total Increase (Decrease) in Net Assets	\$ 12,185,333	\$ (5,895,680)	306.7%

The increase in operating expenses is a result of an increase in the reinsurance and excess insurance premiums for 2004. Total provision for claims, as noted above, is dependent on many factors and will change from year to year based on these factors.

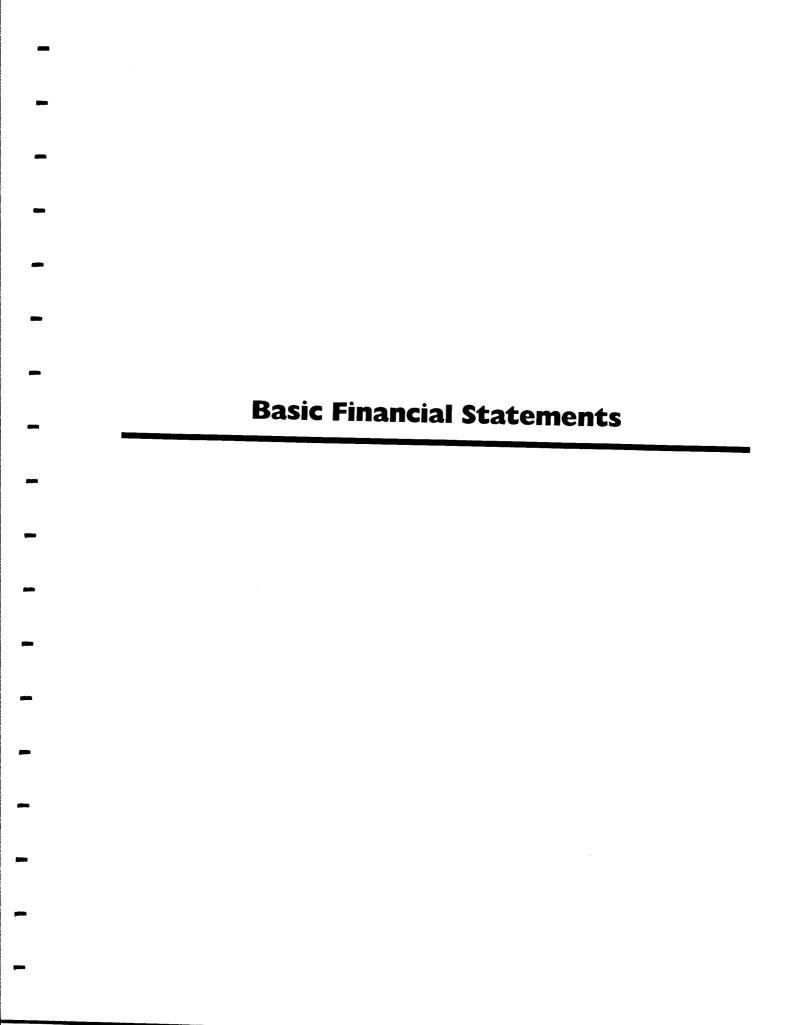
### **Management's Discussion and Analysis (Continued)**

#### **Economic Factors and Next Year's Rates**

The expected rates charged by the Pool for member contributions for the next fiscal year are expected to increase approximately five percent. MCCA assessment is expected to increase by 27 percent from the amount reported in 2004. All other operating expenses are expected to remain consistent with amounts reported in 2004. The provision for claim payments is expected to be consistent with historical trends and we are unaware of any economic events or legislative events that would have significant impact on the operations of the Pool.

#### **Contacting the Pool's Management**

This financial report is intended to provide our members and regulators with a general overview of the accountability for the money it receives. If you have questions about this report or need additional information, we welcome you to contact Gayle Pratt, CPA, Assistant Administrator and Director of Finance/Administration, Michigan County Road Commission Self-Insurance Pool, at 517-482-9166.



### **Statement of Net Assets**

	March 31		
	2004	2003	
Current Assets			
Cash and Cash Equivalents (Note 2)	\$ 6,942,387	7 \$ 708,321	
Investments (Note 2)	59,491,957	, , , , , , , , , , , , , , , , , , , ,	
Receivables:	, ,	3 1,00 1,570	
Accrued interest on investments	272,233	171,795	
Members	35,000	,,,,,	
Other	44,206	,- ,- ,-	
Total current assets	66,785,783	54,993,876	
Capital Assets - Net (Note 3)	306,999	325,496	
Other Assets	28,045	104,228	
Total assets	\$ 67,120,827	\$ 55,423,600	
Current Liabilities			
Accounts payable	<b>.</b>		
Current portion of allowances for unsettled claims and	\$ 14,532	\$ 51,912	
claims incurred but not reported (Note 5)	5,760,000	5,710,000	
Total current liabilities	5,774,532	5,761,912	
Long-Term Liabilities - Allowances for unsettled claims		, = : , : . =	
and claims incurred but not reported, net of current			
portion (Note 5)			
portion (140te 9)	26,849,585	27,350,311	
Total liabilities	32,624,117	33,112,223	
Net Assets			
Invested in capital assets	306,999	325,496	
Unrestricted	34,189,711	21,985,881	
Total net assets	34,496,710	22,311,377	
Total liabilities and net assets	\$ 67,120,827	\$ 55,423,600	

### Statement of Revenue, Expenses, and Changes in Net Assets

	Year Ended March 31			
		2004		2003
Revenue				
Member contributions Rental income	\$	18,561,140 97,365	\$	15,964,448 92,914
Total revenue		18,658,505		16,057,362
Expenses				
Provision for claims:				
Payments		7,695,461		5,279,417
Increase (decrease) in allowances for unsettled claims and				
claims incurred but not reported (Note 5)		(450,726)		2,947,099
Reinsurance and excess insurance premiums		,		
and state assessments (Note 4)		6,526,885		4,468,305
Service fee		1,143,505		1,129,521
Administrative expenses:		, ,		
Salaries and wages		340,081		330,400
Taxes and insurance		129,273		105,505
Professional fees		179,828		164,563
Investment expenses		213,467		158,298
Office expenses		126,358		81,509
Rental expenses		81,300		74,169
Depreciation		29,798		27,091
Other		111,333		118,912
Total expenses		16,126,563		14,884,789
Excess of Revenue Over Expenses - Before other				
income (expense) and distributions to members		2,531,942		1,172,573
Other Income (Expense)				
Interest and dividend income		2,521,407		2,533,282
Realized and unrealized gains (losses) on investments		7,131,984		(7,101,535)
Total other income (expense)		9,653,391		(4,568,253)
Excess of Revenue Over (Under) Expenses - Before				
distributions to members		12,185,333		(3,395,680)
Distributions to Members (Note 6)				(2,500,000)
Excess of Revenue Over (Under) Expenses		12,185,333		(5,895,680)
Net Assets - Beginning of year		22,311,377		28,207,057
Net Assets - End of year	\$	34,496,710	\$	22,311,377
See Notes to Financial Statements.	<u></u>			· · · · · · · · · · · · · · · · · · ·

### **Statement of Cash Flows**

		Year End	March 31	
		2004		2003
Cash Flows From Operating Activities				
Cash received from member contributions	\$	18,511,324	\$	16,001,867
Cash paid for reinsurance and excess insurance premiums	;	(6,526,885		(4,468,305)
Cash paid for claims		(7,695,461)		(5,279,417)
Cash paid to suppliers and others	_	(2,188,977		(1,952,044)
Net cash provided by operating				
activities		2,100,001		4,302,101
Cash Flows From Capital and Related Financing Activitie	<b>-</b> C			
Purchase of fixed assets		(11,401)		(12 721)
Proceeds from sale of equipment		100		(13,721)
			_	
Net cash used in financing activities		(11,301)		(13,721)
Cash Flows From Investing Activities				
Interest and dividend income		2,420,969		2,575,395
Purchase of investments		(56,130,611)		
Proceeds from sale or maturity of investments		57,855,008		(23,396,738) 18,976,210
		-,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		10,770,210
Net cash provided by (used in) investin	g			
activities	_	4,145,366		(1,845,133)
Cash Flows From Name of 15				, , , , , , , ,
Cash Flows From Noncapital Financing Activities  Distributions to members				
Distributions to members				(2,500,000)
Net Increase (Decrease) in Cash and Cash Equivalents		6,234,066		(56,753)
Cash and Cash Equivalents - Beginning of year		708,321		765,074
Cash and Cash Equivalents - End of year				
	<u> </u>	6,942,387	<u>\$</u>	708,321

#### **Statement of Cash Flows (Continued)**

A reconciliation of excess of income over expenses before other income (expense) and distributions to members to net cash provided by operating activities is as follows:

	Year Ended March 31			arch 31	
	2004			2003	
Excess of revenue over expenses before other income					
(expense) and distributions to members	\$	2,531,942	\$	1,172,573	
Adjustments to reconcile excess of revenue over expenses	;				
before other income (expense) and distributions to					
members to net cash from operating activities:					
Depreciation expense		29,798		27,091	
(Increase) decrease in assets:					
Receivables		(49,816)		37,419	
Other assets		76,183		98,513	
Increase (decrease) in liabilities:					
Accounts payable		(37,380)		19,406	
Allowances for unsettled claims and claims					
incurred but not reported		(450,726)		2,947,099	
Net cash provided by operating					
activities	\$	2,100,001	\$	4,302,101	

The Pool had an unrealized gain on investments of \$6,901,905 for the year ended March 31, 2004, and an unrealized loss on investments of \$5,821,832 for the year ended March 31, 2003.

Notes to Financial Statements March 31, 2004 and 2003

### Note I - Nature of Entity and Significant Accounting Policies

The Michigan County Road Commission Self-Insurance Pool was established April 1, 1984, under the laws of the State of Michigan as a governmental group self-insurance trust. Activity relating to the formation of the Pool, including the selection of the Board of Directors, began in October 1983 under the sponsorship of the County Road Association of Michigan, the founding association. The Pool provides various types of liability coverage to its members, including general, automobile, public official errors and omissions, commercial crime, umbrella, and trunkline. The Pool also provides various types of physical damage coverage including property, automobile, and equipment. The members are Michigan county road commissions. Road commissions applying for membership in the Pool may do so on approval of two-thirds vote of the Board of Directors of the Pool. Members in the Pool may withdraw from the Pool by giving 60 days notice. Upon approval of withdrawal, the withdrawal and will be denied any excess premiums that are distributed. As of March 31, 2004, there were 79 members participating in the Pool.

The Pool utilizes the accrual method of accounting. Contributions from members are recorded as revenue ratably over the period the contribution applies to. Claim losses, along with reinsurance and excess insurance premiums, service fees, and administrative costs, are recorded as expenses in the period they are incurred. The Pool applies all applicable Financial Accounting Standards Board (FASB) pronouncements issued prior to November 30, 1989, for its proprietary operations. The estimated total claim losses are accrued based on the estimate of claims that will be ultimately filed and paid for each insurance period. It is anticipated that, to the extent that an insurance period has an excess or deficit, the Board of Directors will determine the manner of disposition or recovery of such excesses or deficits. The Pool may assess members a supplemental assessment in the event of deficiencies.

**Cash Equivalents** - The Pool considers all highly liquid debt investments purchased with a maturity of three months or less to be cash equivalents.

Investments - Investments are stated at fair value, based on quoted market prices.

**Accounts Receivable** - Accounts receivable are stated at invoice cost. Account balances that are deemed to be uncollectible are written off and membership is terminated.

**Capital Assets** - Capital assets are recorded at cost. Depreciation is computed primarily using the straight-line method over the useful lives of the assets.

**Federal Income Tax Status** - The Pool is treated as a trust that distributes its earnings to members. Accordingly, no provision has been made for taxes on income.

Notes to Financial Statements March 31, 2004 and 2003

#### Note I - Nature of Entity and Significant Accounting Policies (Continued)

Allowances for Unsettled Claims and Claims Incurred but not Reported - Allowances for unsettled claims and claims incurred but not reported represent the estimated liability for unpaid insurance losses and related expenses from reported claims and claims incurred but not reported. Changes to such estimates are reflected in earnings currently.

**Use of Estimates** - The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### Note 2 - Deposits and Investments

The Pool's deposits and investments are included on the balance sheet under the following classifications:

	Balance Sheet Classification					on
<u>2004</u>	<u>2004</u> Cash			nvestments	Total	
Deposits Investments Petty cash or cash on hand	\$	6,942,237 - 150	\$	- 59,491,957 -	<b>\$</b>	6,942,237 59,491,957 150
Total	<u>\$</u>	6,942,387	<u>\$</u>	59,491,957	<u>\$</u>	66,434,344
<u>2003</u>						
Deposits Investments Petty cash or cash on hand	<b>\$</b>	708,171 - 150	<b>\$</b>	54,084,370 -	\$	708,171 54,084,370 150
Total	<u>\$</u>	708,321	\$	54,084,370	\$	54,792,691

#### **Deposits**

The above deposits were reflected in the accounts of the bank (without recognition of checks written but not yet cleared or of deposits in transit) at \$6,110,143 and \$724,449 at March 31, 2004 and 2003, respectively. Of those amounts, \$130,916 and \$223,070 were covered by federal depository insurance, and the remainder was uninsured and uncollateralized at March 31, 2004 and 2003, respectively.

### Notes to Financial Statements March 31, 2004 and 2003

### Note 2 - Deposits and Investments (Continued)

#### **Investments**

The Pool invests in U.S. agency mortgage pools, bonds of U.S. agencies, certain commercial paper, and certain equity securities. To the extent that cash from various policy years has been pooled in an investment, related investment income is allocated to each policy year based on relative participation in the Pool.

The Pool's investments are categorized below to give an indication of the level of risk assumed by the entity at March 31, 2004 and 2003. Risk Category I includes those investments that meet any one of the following criteria:

- a. Insured
- b. Registered
- c. Held by the Pool or its agent in the Pool's name

Risk Categories 2 and 3 include investments that are neither insured nor registered. Category 2 includes investments that are held by the counterparty's trust department (or agent) in the Pool's name. Category 3 includes investments held by:

- a. The counterparty or
- b. The counterparty's trust department (or agent) but not in the Pool's name

	Category							
<u>2004</u>		1		22		3	-	Fair Value
Bonds of U.S. agencies Commercial paper Equity securities	\$	-	\$	16,198,111 2,848,960 36,624,064	\$	-	\$	16,198,111 2,848,960 36,624,064
Subtotal	\$	-	\$	55,671,135	\$_			55,671,135
U.S. agency mortgage pools/mutual funds								3,820,822
Total investments							\$	59,491,957
<u>2003</u>								
Bonds of U.S. agencies Commercial paper Equity securities	\$	-	\$	8,370,121 2,194,209 25,893,237	\$	- -	\$	8,370,121 2,194,209 25,893,237
Subtotal	\$	-	\$	36,457,567	\$	_		36,457,567
U.S. agency mortgage pools/mutual funds  Total investments		<del></del>						17,626,803
rotal investments							\$	54,084,370

#### Notes to Financial Statements March 31, 2004 and 2003

#### Note 2 - Deposits and Investments (Continued)

The U.S. agency mortgage pools and mutual funds are not categorized because they are not evidenced by securities that exist in physical or book entry form. Both are regulated by the Security Exchange Commission (SEC). The fair value of the position in the mortgage pools is the same as the value of the pool shares. The mutual funds totaled approximately \$14,976,000 at March 31, 2003. There were no mutual funds at March 31, 2004. The U.S. agency mortgage pools consisted of the following:

- Approximately \$137,000 and \$339,000 of investments at March 31, 2004 and 2003, respectively, represents investments in a pool comprised of securities issued by the Government National Mortgage Association (GNMA). Investments in the pool do not exist in book entry form and, therefore, are not categorized as to risk. These investments are backed by the full faith and credit of the U. S. government. The yields provided by these mortgage-related securities historically have exceeded the yields on other types of U. S. government securities with comparable maturities, in large measure due to the potential for prepayment. Prepayment could result in difficulty in reinvesting the prepaid amounts in investments with comparable yields.
- Approximately \$3,683,000 and \$2,312,000 of investments at March 31, 2004 and 2003, respectively, represents investments in a pool comprised of obligations of the Federal National Mortgage Association (FNMA). Investments in the pool do not exist in book entry form and, therefore, are not categorized as to risk. These investments are usually not backed by the full faith and credit of the U.S. government, but are generally considered to offer modest credit risks. The yields provided by these mortgage-related securities historically have exceeded the yields on other types of U.S. government securities with comparable maturities, in large measure due to the potential for prepayment. Prepayment could result in difficulty in reinvesting the prepaid amounts in investments with comparable yields.

### Notes to Financial Statements March 31, 2004 and 2003

### Note 3 - Capital Assets

Capital asset activity of the Pool's business-type activities was a follows:

	Balance April I, 2003	Additions	Disposals and Adjustment	March 31,
Capital assets not being depr	eciated:			
Land	\$ 22,855	\$ -	\$ -	\$ 22,855
Capital assets being deprecia	ted:			
Building	484,327			40 4 30=
Building improvements	130,451	-	-	484,327
Office equipment	86,369	11,401	49 520	130,451
		11,401	48,529	49,241
Subtotal	701,147	11,401	48,529	664,019
Accumulated depreciation:				
Building	203,117	15,375	_	218,492
<b>Building improvements</b>	130,451		_	130,451
Office equipment	64,938	14,423	48,429	30,932
				30,732
Subtotal	398,506	29,798	48,429	379,875
Net capital assets being				
depreciated	302,641	(18,397)	100	204 144
•	702,011	(10,377)	100	284,144
Net capital assets	\$ 325,496	<u>\$ (18,397)</u>	\$ 100	\$ 306,999
Depreciation expense was cha	rged to the Po	ool as follows	:	
			2004	2003
		•		
Building			\$ 15,375	\$ 15,375
Office equipment			14,423	11,716
				,,,,
Total			\$ 29,798	\$ 27,091
				<del>+</del> 2/,0/1

#### Notes to Financial Statements March 31, 2004 and 2003

#### **Note 4 - Insurance Coverage**

The Pool uses reinsurance and excess insurance contracts to reduce its exposure to large aggregate and specific losses. These contracts allow the Pool to recover losses in excess of aggregate and specific coverages specified in the contracts; however, it does not discharge the primary liability of the Pool of the risks covered by these contracts. The Pool does not report the liabilities expected to be paid under these contracts unless it is probable that those liabilities will not be covered and paid.

The Michigan Catastrophic Claims Association (MCCA) is a private, nonprofit association created by Michigan statute as a means of spreading the costs for providing unlimited personal injury protection benefits offered through no-fault auto insurance policies across all Michigan motorists. The MCCA has a Board of Directors that establishes an annual assessment charged to every Michigan auto insurance premium.

The Michigan Assigned Claims Facility (ACF) was created by Michigan statute in 1973 to provide financial help to people injured in an uninsured motor vehicle accident, who have no insurance coverage of their own. The ACF is administered by the Michigan Department of State under authority of the No-Fault Insurance Law. The ACF assesses all insurers an annual fee based on the number of vehicles insured in order to cover the costs of this plan.

Premiums ceded under these contracts during the years ended March 31, 2004 and 2003, were as follows:

	2004		2003		
MCCA	\$	619,096	\$	359,630	
ACF		44,456		39,945	
Reinsurance and				ŕ	
excess insurance premiums		5,863,333	<del></del>	4,068,730	
Total	<u>\$</u>	6,526,885	\$	4,468,305	

The amounts deducted from allowances for unsettled claims and claims incurred but not reported as of March 31, 2004 and 2003, for expected recoveries under these contracts were \$2,804,320 and \$6,685,028, respectively.

Notes to Financial Statements March 31, 2004 and 2003

# Note 5 - Allowances for Unsettled Claims and Claims Incurred but not Reported

The Pool's allowances for unsettled claims and claims incurred but not reported were computed actuarially for the years ended March 31, 2004 and 2003, and are based on the estimated ultimate cost of settling claims, including the effects of inflation and other societal and economic factors. The allowances for unsettled claims and claims incurred but not reported are presented at present value using discount rates for the years ended March 31, 2004 and 2003, of six percent. The estimates reflect the Pool's best judgment as to the potential for claims to increase beyond the amounts already paid and reserved on filed claims. It is at least reasonably possible that a material change in the estimate will occur within the near term and thus the actual claims paid may be substantially different than these estimates.

The following table presents changes in the allowances for the fiscal years ended March 31, 2004 and 2003:

	2004	2003
Claims filed at March 31 that remain unsettled as of that date	\$ 12,860,319	\$ 16,482,908
Estimate of claims incurred prior to March 31 not reported as of that date that are expected to be filed in the future	24,072,558	25,083,637
Less portion to be paid by reinsurance and excess insurance carriers	2,804,319	6,685,028
Total undiscounted reserves	34,128,558	34,881,517
Less effect of discount	1,518,973	1,821,206
Total	\$ 32,609,585	\$ 33,060,311

### Notes to Financial Statements March 31, 2004 and 2003

Note 5 - Allowances for Unsettled Claims and Claims Incurred but not Reported (Continued)

	2004	2003		
Allowances for Unsettled Claims and Claims Incurred but not Reported - Beginning of year	\$ 33,060,311	\$ 30,113,212		
Incurred claims and claims adjustment expenses:  Provision for insured events of the current year	15,005,736	14,199,184		
Decrease in provision for insured events of prior years	(11,943,946)	(10,475,461)		
Total incurred claims and claims adjustment expenses	3,061,790	3,723,723		
Payments:  Claims and claims adjustment expenses  attributable to insured events of the  current year  Claims and claims adjustment expenses	1,147,774	1,533,157		
attributable to insured events of prior years	6,547,687	3,746,260		
Total payments	7,695,461	5,279,417		
Decrease in amount to be paid by reinsurance and excess insurance carriers	3,880,709	3,731,364		
Decrease in present value discount	302,236	771,429		
Allowances for Unsettled Claims and Claims Incurred but not Reported - End of year	\$ 32,609,585	\$ 33,060,311		

Notes to Financial Statements March 31, 2004 and 2003

# Note 5 - Allowances for Unsettled Claims and Claims Incurred but not Reported (Continued)

The following, based on historical trends of the Pool, summarizes the anticipated settlement of claims at March 31, 2004 and 2003:

	 2004		2003
Claims anticipated to be settled within one year Claims anticipated to be settled in excess of one	\$ 5,760,000	\$	5,710,000
year	 26,849,585		27,350,311
Total allowances for unsettled claims and claims incurred			
but not reported	\$ 32,609,585	<u>\$</u>	33,060,311

### Note 6 - Distributions to Members

The Pool distributed funds to members as follows:

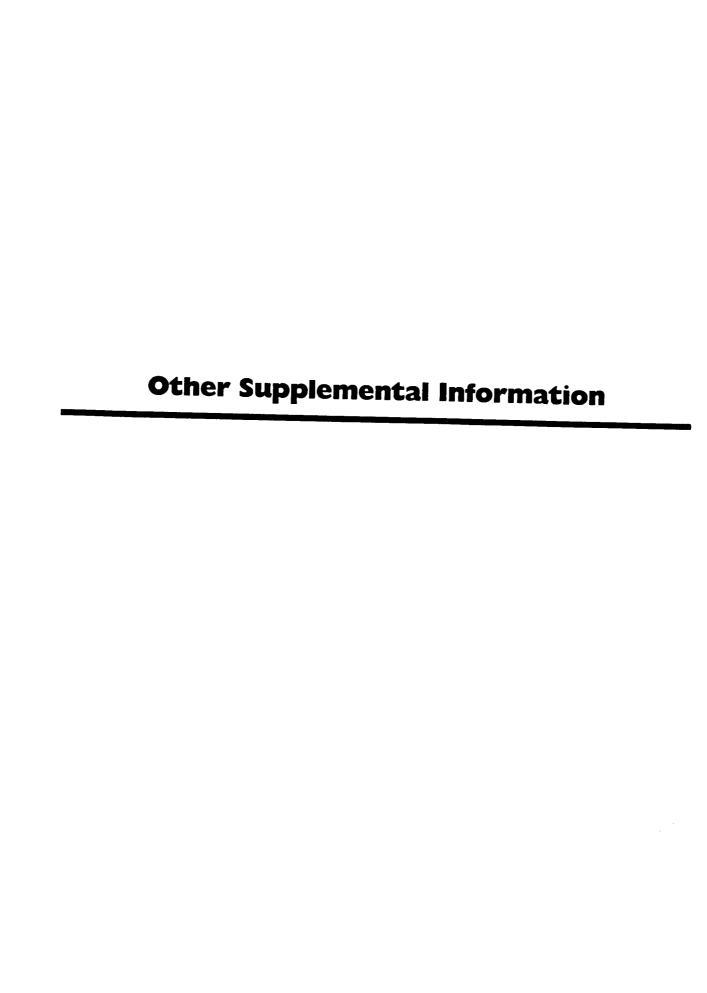
Interest earnings distributions:	200	04	 2003
1992-93 1993-94	\$	-	\$ 525,832 285,364
1994-95 1995-96 1996-97		-	488,145 595,222
1997-98 1998-99		-	201,856 149,177
	<u> </u>		 254,404
Total	\$		\$ 2,500,000

### Notes to Financial Statements March 31, 2004 and 2003

### Note 7 - Accounting Change

During the current year, the Pool has implemented a new financial reporting model, as required by the provisions of the GASB Statement No. 34, Basic Financial Statements-and Management's Discussion and Analysis-for State and Local Governments, and related statements, as of April 1, 2003. As a result of adopting this statement:

- The statements now include a section entitled "Management's Discussion and Analysis."
- The equity of Pool is now referred to as "Net Asset," rather than "Retained Earnings."
- The Statement of Cash Flows is now utilizing the direct method of reporting net cash flows from operating activities.



		1994		1995		1996		1997
Required contributions and investment income: Earned Ceded	\$	14,037,443	\$	19,844,904	\$	18,889,722	\$	15,882,496
Net earned		14,037,443		19,844,904		18,889,722		15,882,496
Unallocated expenses		1,720,208		1,736,552		1,783,744		2,082,737
Estimated claims and expenses, end of policy year: Incurred Ceded	_	10,500,345	_	11,011,132		9,756,580		9,677,177
Net incurred		10,500,345		11,011,132		9,756,580		9,677,177
Net paid (cumulative) as of:     End of policy year     One year later     Two years later     Three years later     Four years later     Five years later     Six years later     Seven years later     Eight years later     Nine years later     Ten years later  Reestimated ceded claims and expenses		430,926 1,838,813 3,249,183 4,914,068 5,453,266 5,608,526 5,646,720 5,708,447 5,698,507 5,698,507		345,412 1,205,247 3,151,127 5,700,626 6,328,286 6,464,286 6,504,423 6,512,729 6,512,729		557,323 1,452,462 2,785,763 3,942,550 4,240,093 4,269,507 4,650,077 4,651,209 4,659,654		320,450 3,136,596 5,063,076 7,514,971 9,022,147 8,967,630 8,961,747 8,969,502
Reestimated red claims and expenses:  End of policy year  One year later  Two years later  Three years later  Four years later  Five years later  Six years later  Seven years later  Eight years later  Nine years later  Ten years later		10,500,345 11,026,041 10,223,278 8,695,960 7,463,302 6,830,170 6,434,124 5,708,447 5,698,507 5,698,507		11,011,132 11,088,503 11,647,045 9,914,668 8,497,398 7,601,623 7,406,600 7,065,031 6,512,730 6,512,730		9,756,580 10,650,079 9,672,051 7,684,549 6,782,609 5,815,146 5,010,315 4,782,180 4,760,472		9,677,177 10,287,878 10,390,125 10,428,401 10,442,014 9,834,105 9,414,554 9,383,237
Increase (decrease) in estimated net incurred claims and expenses from end of policy year	\$	(4,801,838	3) \$	5 (4,498,402	:) \$	(4,996,108	<b>\$</b>	(293,940)

Michigan County Road Commission Self-Insurance Pool adopted GASB Statement No. 30, Risk Finance Omnibus, an amendment of GASB No. 10, on a prospective basis.

### Schedule of Claims Information for All Lines of Coverages Fiscal Year Ended March 31, 2004

	1998*	_	1999		2000	 2001		2002		2003		2004
\$	15,989,924	•	15 200 400	_								2007
Ψ	4,308,984	\$	15,320,603	\$	14,758,833	\$ 14,320,277	\$	15,026,391	\$	15,678,785	\$	19,249,578
	7,300,764	_	4,184,576	_	3,928,497	 4,007,943	_	4,353,993		4,468,305	_	6,526,885
	11,680,940		11,136,027		10,830,336	10,312,334		10,672,398		11,210,480		12,722,693
	2,294,897		2,115,249		2,095,347	2,040,347		1,897,958		2,189,968		2,354,943
	13,463,353		12,819,480		13,408,327	13,750,556		13,124,223		14.077 104		
	3,862,148		2,638,027		3,750,582	3,570,418		2,964,752		14,876,186		16,750,809
								2,701,732	_	1,816,596		1,727,340
	9,601,205		10,181,453		9,657,745	10,180,138		10,159,471		13,059,590		15,023,469
	492,882		555,130		653,977	830,883		602,748		1 522 157		
	2,066,241		1,805,447		2,137,392	1,719,653		1,356,261		1,533,157		1,147,774
	3,910,444		3,184,325		3,822,917	3,473,137		4,553,459		2,215,606		-
	6,379,990		3,692,345		4,754,297	4,874,555		1,555,757		-		-
	6,506,477		3,958,263		5,308,364	-		_		-		-
	6,552,692		3,921,255		-	-		_		-		-
	7,286,055		-		-	-		_		-		•
	-		-		-	-		-		<u>-</u>		-
	-		-		-	-		_		_		•
	-		-		-	-		-		_		-
	-		-		-	-		-				-
	464,140		•		3,751	213,768		102,147		293,174		1,727,340
	9,601,205		10,181,453		9,657,745	10,180,138		10,159,471		13.050.500		
	9,861,429		10,544,669		10,118,507	9,979,426		10,137,471		13,059,590		15,023,469
	9,887,880		9,851,275		10,042,444	10,082,165		8,960,177		11,089,183		-
	8,487,827		6,543,279		8,146,333	8,139,388		-		-		•
	7,953,216		4,483,918		6,238,269	-		_		-		-
	7,788,125		4,265,143		-	-		-		-		-
	7,686,470		-		-	-		_		-		<u>-</u>
	-		-		-	-		-		-		-
	-		-		-	-		-		_		-
	-		-		-	-		-		_		-
	-		-		-	-		-		-		-
(	1,914,735) \$		(5,916,310) \$	(	(3,419,476) \$	(2,040,750) \$		(1,199,294) \$		(1,970,407) \$		

	Prior years	1994-95 Policy Year	1995-96 Policy Year	1996-97 Policy Year	1997-98 Policy Year
Revenue					
Member contributions	\$ 30,033,793	\$ 15,624,957	\$ 15,266,473	\$ 15,149,791	\$ 14,759,107
Rental income	167,955	86,974	88,104	82,290	79,099
Total revenue	30,201,748	15,711,931	15,354,577	15,232,081	14,838,206
Expenses					
Provision for claims:					
Payments	10,394,554	6,512,729	4,659,654	8,969,502	7,286,055
Increase in allowances for unsettled claims					
and claims incurred but not reported	-	1	100,818	413,735	400,415
Reinsurance and excess insurance premiums	10,081,756	4,620,447	4,434,153	4,272,028	4,308,984
Service fee	2,340,590	1,212,022	1,225,982	1,493,069	1,420,000
Administrative expenses:					
Salaries and wages	259,320	141,272	125,599	131,660	140,127
Taxes and insurance	193,012	19,574	12,027	12,132	14,160
Professional fees	180,305	80,769	116,690	105,289	170,622
Investment expenses	154,058	102,371	131,739	151,056	180,246
Office expenses	63,616	33,064	31,607	37,321	49,886
Rental expenses	99,824	64,999	57,157	60,764	100,369
Other	124,929	82, <del>4</del> 81	82,943	91,446	219,487
Total expenses	23,891,964	12,869,729	10,978,369	15,738,002	14,290,351
Excess of Revenue Over (Under) Expenses -					
Before other income (expenses) and					
distributions to members	6,309,784	2,842,202	4,376,208	(505,921)	547,855
Other Income (Expense)					
Interest and dividend income	8,539,061	4,293,146	3,607,692	1,435,855	1,325,375
Realized and unrealized gains (losses) on investments	9,727,936	5,996,670	5,913,220	4,201,719	805,256
Total other income (expense)	18,266,997	10,289,816	9,520,912	5,637,574	2,130,631
Excess of Revenue Over (Under) Expenses -					
Before distributions to members	24,576,781	13,132,018	13,897,120	5,131,653	2,678,486
Distributions to Members	14,166,358	6,269,005	6,097,458	2,159,384	409,245
Excess of Revenue Over (Under) Expenses	\$10,410,423	\$ 6,863,013	\$ 7,799,662	\$ 2,972,269	\$ 2,269,241

### Schedule of Changes in Net Assets From Operations by Policy Year for the Ten-Year Period From April 1, 1994 Through March 31, 2004

1998-99 Policy Year	1999-2000 Policy Year	2000-2001 Policy Year	2001-2002 Policy Year	2002-2003 Policy Year	2003-2004 Policy Year	Total
\$ 14,793,180 81,612	\$ 14,386,635 95,496	\$ 14,576,954 84,069	\$ 14,810,048 93,075	\$ 15,964,448 92,914	\$ 18,561,140 97,365	
14,874,792	14,482,131	14,661,023	14,903,123	16,057,362	18,658,505	184,975,47
3,921,255	5,308,364	4,874,555	4,553,459	2,215,606	1,147,774	59,843,50
343,888	929,905	3,264,833	4,406,718	0 073 577	12.07=	
4,184,576	3,928,497	4,007,943	4,353,993	8,873,577	13,875,695	32,609,58
1,352,850	1,333,240	1,222,863	1,092,350	4,468,305	6,526,885	55,187,56
		1,,	1,072,330	1,129,521	1,143,505	14,965,99
172,093	182,094	204,758	253,320	330,400	240.00	
15,826	17,350	21,168	21,022	105,505	340,081	2,280,72
136,295	133,285	128,317	83,743		129,273	561,04
180,724	185,420	166,882	93,929	164,563	179,828	1,479,70
49,802	44,060	47,552	61,376	158,298	213,467	1,718,19
120,666	99,476	126,059	114,103	81,509	126,358	626,15
86,993	100,422	122,748	124,703	101,260	111,098	1,055,77
			124,703	118,912	111,333	1,266,39
10,564,968	12,262,113	14,187,678	15,158,716	17,747,456	23,905,297	171,594,64
4,309,824	2,220,018	473,345	(255,593)	(1,690,094)	(5,246,792)	13,380,836
1,527,090	965,016	877,983	732,599	473,469	179,816	23,957,102
137,362	(536,211)	(511,106)	(175,932)	447,090	508,622	26,514,626
1,664,452	428,805	366,877	556,667	920,559	688,438	50,471,728
5,974,276	2,648,823	840,222	301,074	(769,535)	(4,558,354)	63,852,564
254,404		<u> </u>		·	<u>-</u>	29,355,854
5,719,872	2,648,823	840,222 \$	301,074	(769,535)	(4,558,354)	

	Prior years		1994-95 Policy Year		1995-96 Policy Year	1996-97 Policy Year		1997-98 Policy
Revenue					- Cai	- rear		Year
Member contributions Rental income	\$ - -	\$	-	\$	-	\$ -	\$	-
Total revenue	-		-		_	-		
Expenses								-
Provision for claims:								
Payments (recoveries)	-		-		8, <del>44</del> 5	7,755	;	733,363
Increase in (reduction to) allowances for unsettled claims and claims incurred	or							·
but not reported	-		-		(30,153)	(39,072	)	(835,018)
Reinsurance and excess insurance					, , ,	<b>(,</b>	,	(033,010)
premiums	-		-		-	_		_
Service fee	-		-		_	-		_
Administrative expenses:								-
Salaries and wages	-		-		_	_		
Taxes and insurance	-		-		_	_		-
Professional fees	_		-		_	-		-
Investment expenses	_		_		_	-		-
Office expenses	-		_		-	-		-
Rental expenses	_		_		-	-		-
Depreciation	_		-		-	-		-
Other					<u>-</u>			<u> </u>
Total expenses	-	•			(21,708)	(31,317)		(101,655)
Excess of Revenue Over (Under) Expens								
Before other income and distributions	·es -				_			
to members	-		-		21,708	31,317		101,655
Other Income (Loss)								
Interest and dividend income	43= 44=							
Realized and unrealized losses on	437,465		287,200		276,026	73,631		142,575
investments								
IIIVestifierits -	1,237,402		812,368	<del></del> _	780,759	208,270		403,284
Total other income (loss)	1,674,867		1,099,568		,056,785	281,901		545,859
Excess of Revenue Over (Hadan)								-
Excess of Revenue Over (Under) Expense Before distributions to members								
before distributions to members	1,674,867		1,099,568	I	,078,493	313,218		647,514
Distributions to Members	-				<del>-</del>			-
Excess of Revenue Over (Under) Expenses	1,674,867	<u>\$ 1</u>	,099,568	\$ 1,	078,493	313,218	\$	647,514

## Schedule of Changes in Net Assets From Operations by Policy Year Fiscal Year Ended March 31, 2004

1998-99 Policy Year	1999-2000 Policy Year	2000-2001 Policy Year	2001-2002 Policy Year	2002-2003 Policy Year	2003-2004 Policy Year	Total
\$ <u>-</u>	\$ <u>-</u>	\$ -	\$ -	\$ -	\$ 18,561,140 97,365	\$ 18,561,140 97,365
-	-	-	-	-	18,658,505	18,658,505
(37,008)	554,067	1,401,418	3,197,198	682,449	1,147,774	7,695,461
(181,767)	(2,462,131)	(3,344,195)	(4,781,229)	(2,652,856)	13,875,695	(450,726)
-	•	-	-	_	6,526,885	6,526,885
-	-	•	-	-	1,143,505	1,143,505
-	-	-	-	_	340,081	240.001
-	-	•	_	_	129,273	340,081 129,273
-	•	-	-	-	179,828	179,828
-	-	-	-	-	213,467	213, <del>46</del> 7
-	-	-	-	-	126,358	126,358
-	-	-	-	-	81,300	81,300
<u>.</u>	-	-	-	-	29,798	29,798
<u> </u>					111,333	111,333
(218,775)	(1,908,064)	(1,942,777)	(1,584,031)	(1,970,407)	23,905,297	16,126,563
218,775	1,908,064	1,942,777	1,584,031	1,970,407	(5,246,792)	2,531, <del>94</del> 2
232,923	148,562	185,166	242,985	315,058	179,816	2,521,407
658,841	420,219	523,755	687,300	891,164	508,622	7,131,984
891,764	568,781	708,921	930,285	1,206,222	688,438	9,653,391
1,110,539	2,476,845	2,651,698	2,514,316	3,176,629	(4,558,354)	12,185,333
1,110,539	2,476,845	2,651,698	2,514,316 <b>\$</b>	3,176,629	(4,558,354) \$	12,185,333

				·					
		General Liability		runkline .iability	Auto Physical Damage	Property Physical Damage		Equipment Physical Damage	<b>T</b>
Unpaid Claims and Claims Adjustme	nt					 		Darriage	Total
Expenses - Beginning of year	\$	32,306,038	\$	182,511	\$ -	\$ 118,528	\$	453,234	\$ 33,060,311
incurred claims and claims adjustment ex	penses	<b>s</b> :							
Provision for insured events of the									
current year Increase (decrease) in provision for		13,728,277		-	-	847,593		429,866	15,005,736
insured events of prior years		(12.645,922)		248,648	690,438	 (708,966)		471,856	(11.943.946)
Total incurred claims and claims adjustment expenses  Payments:  Claims and claims adjustment		1,082,355	2	248,648	690,438	138,627		901,722	3,061,790
expenses attributable to insured events of the current year Claims and claims adjustment expenses (recoveries) attributable		180,846		74,852	20,224	78,907		792,945	1,147,774
to insured events of prior years		5,392,426	2	47,830	670,214	 125,653		111,564	6,547,687
Total payments		5,573,272	3:	22,682	690,438	204,560		904,509	7.695.461
Decrease (increase) in amount to be paid by reinsurance and excess insurance carriers		3,880,709		-	-	-		_	3,880,709
Decrease in present value discount		302,236		-	_	<u>-</u>		_	302,236
Unpaid Claims and Claims Adjustment Expenses - End of year		31,998,066	10	8,477 <b>\$</b>		\$ 52,595	<u> </u>	450,447	32,609,585

# Reconciliation of Claims Liabilities by Type of Contract

General Liability	· <del></del>	Trunkline Liability	 Auto Physical Damage	Property Physical Damage		Equipment Physical Damage		Total
29,553,778	\$	128,078	\$ -	\$	101,851	\$	329,505	\$ 30,113,21
13,358,367		-	-		423,290		417,526	14,199,18
 (12,084,485)		263,075	 519,450		535,665		290,835	 (10,475,461
1,273,882		263,075	519,450		958,955		708,361	3,723,723
114,322		29,510	54,722		920,085		414,518	1,533,157
 2,910,093		179,132	 464.728		22,193		170,114	3,746,260
3,024,415		208,642	519,450		942,278		584,632	5,279,417
3,731,364		-	-		-		-	3,731,364
 771,429					_		-	771,429

# Budget-to-Actual Table for the Twelve-Month Period Ended March 31, 2004

				Variance
				Favorable
Budget		Actual	<u>(L</u>	Infavorable)
18,237,258	\$	18,561,140	\$	323,882
3,032,000		9,653,391		6,621,391
566		97,365		96,799
10,079,000		7,695,461		2,383,539
-		(450,726)		N/A
6,190,832		6,526,885		(336,053)
1,143,505		1,143,505		-
1,132,771		1,211,438		(78,667)
	18,237,258 3,032,000 566 10,079,000 - 6,190,832 1,143,505	18,237,258 3,032,000 566 10,079,000 - 6,190,832 1,143,505	18,237,258 \$ 18,561,140 3,032,000 9,653,391 566 97,365 10,079,000 7,695,461 - (450,726) 6,190,832 6,526,885 1,143,505 1,143,505	Budget         Actual         (L           18,237,258         \$ 18,561,140         \$           3,032,000         9,653,391         97,365           10,079,000         7,695,461         7           -         (450,726)         6,190,832           1,143,505         1,143,505

# Statistical Section

#### Evaluation as of March 31:

Accident Year	cident Year 1995			1996	1997			1998	1999	
1995	\$	345,412	\$	1,205,247	\$	3,151,127	\$	5,700,626	\$	6,328,286
1996		-		557,323	,	1,452,462	Ψ.	2,785,763	Ψ	3,942,550
1997		-		-		320,450		3,136,596		5,063,076
1998		-		_		-		492,882		2,066,241
1999		-		_		_		172,002		555,130
2000		-		_		_		_		333,130
2001		_		-		_		-		-
2002		_		_		_		-		-
2003		-		_		_		<del>-</del>		-
2004		_		_		_		-		-
			_					-		
Total	\$	345,412	<u>\$</u>	1,762,570	\$	4,924,039	\$	12,115,867	\$	17,955,283

### Loss Payments (Recoveries) During Year Ended March 31:

Accident Year	-	1995	 1996	 1997		1998		1999
1995	\$	345,412	\$ 859,835	\$ 1,945,880	\$	2,549,499	\$	627,660
1996		_	557,323	895,139	•	1,333,301	Ψ	1,156,787
1997		_	-	320,450		2,816,146		•
1998		_	_	320, 130				1,926,480
1999		_	_	-		492,882		1,573,359
2000		_	_	-		_		555,130
2001		_	-	-		-		-
2002		_	-	<del>-</del>		-		-
2003		-	-	-		-		-
2004		-	-	-		-		-
2004			 -	 			-	_
Total	\$	345,412	\$ 1,417,158	\$ 3,161,469	\$	7,191,828	\$	5,839,416

# Loss Development Through March 31, 2004 Paid Losses: All Coverages

\$	6,464,286	\$	6,504,423	\$	6,512,228	đ	/ FIO 700				
	4,240,093		4,269,507		4,650,077	•	6,512,729	•	-, =, , = ,		
	7,514,971		9,022,147				4,651,209		4,659,654		
	3,910,444		6,379,990		8,967,630		8,961,747		8,969,502		
	1,805,477		3,184,325		6,506,477		6,552,692		7,286,055		
	653,977				3,692,345		3,958,263		3,921,255		
	033,777		2,137,392		3,822,917		4,754,297		5,308,364		
	-		830,883		1,719,653		3,473,137		4,874,555		
	-		-		602,748		1,356,261		4,553,459		
	-		-		-		1,533,157		2,215,606		
-			-		-		-		1,147,774		
\$	24,589,248	\$	32,328,667	\$	24 474 075	•	41 888 400				
<u> </u>		<u>Ψ</u>	32,320,007	<b>P</b>	36,474,075	<u>\$</u>	41,753,492	<u>\$</u>	49,448,953		
	2000		2001		2002		2003		2004	-	Total
 \$	2000			<b>\$</b>		<u> </u>		<u> </u>	2004	_	
 \$		\$	40,137	<b>-</b>	7,805	\$	501	<b>-</b>	-	-	6,512,729
 \$	136,000	\$	40,137 29,414	\$	7,805 380,570	\$	501 1,132	\$	- 8, <del>44</del> 5	-\$	6,512,729 4,659,654
<b></b> -	136,000 297,543	\$	40,137 29,414 1,507,176	\$	7,805 380,570 (54,517)	\$	501 1,132 (5,883)	\$	- 8,445 7,755	\$	6,512,729 4,659,654 8,969,502
\$	136,000 297,543 2,451,895	\$	40,137 29,414 1,507,176 2,469,546	\$	7,805 380,570 (54,517) 126,487	\$	501 1,132 (5,883) 46,215	\$	- 8,445 7,755 733,363	<b>-</b>	6,512,729 4,659,654 8,969,502 7,286,055
\$	136,000 297,543 2,451,895 1,844,203	\$	40,137 29,414 1,507,176 2,469,546 1,378,848	\$	7,805 380,570 (54,517) 126,487 508,020	\$	501 1,132 (5,883) 46,215 265,918	\$	8,445 7,755 733,363 (37,008)	\$	6,512,729 4,659,654 8,969,502 7,286,055 3,921,255
\$	136,000 297,543 2,451,895 1,844,203 1,250,347	\$	40,137 29,414 1,507,176 2,469,546 1,378,848 1,483,415	<b></b>	7,805 380,570 (54,517) 126,487 508,020 1,685,525	\$	501 1,132 (5,883) 46,215 265,918 931,380	\$	8,445 7,755 733,363 (37,008) 554,067	\$	6,512,729 4,659,654 8,969,502 7,286,055 3,921,255 5,308,364
\$	136,000 297,543 2,451,895 1,844,203 1,250,347	\$	40,137 29,414 1,507,176 2,469,546 1,378,848	\$	7,805 380,570 (54,517) 126,487 508,020 1,685,525 888,770	\$	501 1,132 (5,883) 46,215 265,918 931,380 1,753,484	\$	- 8,445 7,755 733,363 (37,008) 554,067 1,401,418	\$	6,512,729 4,659,654 8,969,502 7,286,055 3,921,255 5,308,364 4,874,555
\$	136,000 297,543 2,451,895 1,844,203 1,250,347	\$	40,137 29,414 1,507,176 2,469,546 1,378,848 1,483,415	\$	7,805 380,570 (54,517) 126,487 508,020 1,685,525	\$	501 1,132 (5,883) 46,215 265,918 931,380 1,753,484 753,513	<b>-</b>	8,445 7,755 733,363 (37,008) 554,067 1,401,418 3,197,198	\$	6,512,729 4,659,654 8,969,502 7,286,055 3,921,255 5,308,364 4,874,555 4,553,459
<b></b>	136,000 297,543 2,451,895 1,844,203 1,250,347	\$	40,137 29,414 1,507,176 2,469,546 1,378,848 1,483,415	\$	7,805 380,570 (54,517) 126,487 508,020 1,685,525 888,770	\$	501 1,132 (5,883) 46,215 265,918 931,380 1,753,484	\$	- 8,445 7,755 733,363 (37,008) 554,067 1,401,418	\$	6,512,729 4,659,654 8,969,502 7,286,055 3,921,255 5,308,364 4,874,555

#### Evaluation as of March 31:

Accident Year		1995	 1996		1997	. <u></u>	1998		1999
1995	\$	1,438,257	\$ 4,667,663	\$	5,442,303	\$	1,736,644	\$	918,828
1996		-	998,624	·	3,659,806	•	2,089,481	~	727,309
1997			-		5,693,055		4,335,440		5,090,644
1998		-	-		_		3,068,049		3,905,127
1999		-	-		_		-		1,923,471
2000		-	-		_		_		1,723,471
2001		-	-		-		_		_
2002		-	_		_		_		-
2003		· _	_		_		_		_
2004		-	-		_		_		-
								_	
Total	<u>\$</u>	1,438,257	\$ 5,666,287	<u>\$</u>	14,795,164	\$	11,229,614	\$	12,565,379

### Change in Case Reserves During Year Ended March 31:

Accident Year		1995	_	1996	· <del></del> -	1997		1998		1999
1995	\$	1,438,257	\$	3,229,406	\$	774,640	\$	(3,705,659)	\$	(817,816)
1996		-		998,624	,	2,661,182	•	(1,570,325)	Ψ	(1,362,172)
1997		-		, -		5,693,055		(1,357,615)		755,204
1998		-		_		-		3,068,049		837,078
1999		-		_		_		5,000,017		1,923,471
2000		-		_		_		_		1,723,771
2001		_		_		_		_		-
2002		-		_		_		_		_
2003		-		_		_		_		-
2004		-		_		_		-		-
										_
Total	<u>\$</u>	1,438,257	<u>\$</u>	4,228,030	\$	9,128,877	\$	(3,565,550)	\$	1,335,765

### Loss Development Through March 31, 2004 Case Reserves: All Coverages

Total
5 -
75,89
75,89 375,43
75,89 375,43 681,30
75,89 375,43 681,30 243,05
75,89 375,43 681,30 243,05 277,59
75,89 375,43 681,30 243,05 277,59 2,855,35
75,89 375,43 681,30 243,05 277,59

### Evaluation as of March 31:

Accident Year	 1995		1996		1997		1998		1999
1995	\$ 1,783,669	\$	5,872,910	\$	8,593,430	\$	7,437,270	¢	7247114
1996	_		1,555,947	•	5,112,268	Ψ		\$	7,247,114
1997	_				•		4,875,244		4,669,859
1998	-		-		6,013,505		7,472,036		10,153,720
1999	-		-		-		3,560,931		5,971,368
	-		-		-		-		2,478,601
2000	-		_		_		_		_,,,
2001	_		_				_		-
2002	_				-		-		-
2003			-		-		-		-
2004	-		-		-		-		_
2001	 				_				-
Total	\$ 1,783,669	<u>\$</u>	7,428,857	<u>\$ 1</u>	9,719,203	\$ 2	23,345,481	\$ :	30,520,662

Incremental Losses Reported During Year Ended March 31:

Accident Year		1995	 1996		1997		1998		1999
1995	\$	1,783,669	\$ 4,089,241	\$	2,720,520	\$	(1 154 140) ¢		(100.154)
1996		_	1,555,947	•	3,556,321	Ψ	(1,156,160) \$		(190,156)
1997		_	1,555,717				(237,024)		(205,385)
1998		-	-		6,013,505		1,458,531		2,681,684
1999		-	-		-		3,560,931		2,410,437
2000		-	-		-		-	2	2,478,601
2001		-	-		-		-		_
		-	-		-		-		
2002		-	_		_				-
2003		-	_				-		-
2004		_	_		-		-		-
	<del></del>		 _				-		
Total	\$	1,783,669	\$ 5,645,188	<b>\$</b> I	2,290,346	\$	3,626,278 \$	7.	175.181

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): All Coverages

 2000	2001		2002		2003		2004
\$ 6,990,260 4,846,832 10,567,186 9,253,116 5,155,258 3,447,028	4,85. 9,51	,991	6,964,321 4,735,591 9,361,008 8,186,992 6,839,342 7,490,816 6,410,927 3,163,719		6,512,729 4,735,591 9,344,233 8,200,594 5,732,005 6,400,299 7,517,031 6,741,091 3,052,827	\$	6,512,729 4,735,546 9,344,933 7,967,355 4,164,306 5,585,957 7,729,909 7,732,311 5,074,202
\$ 40,259,680	\$ 46,083,	739 \$	53,152,716	\$ 58	,236,400	\$ 62	3,462,024 2,309,272

	2000	2001	2002	2003	2004	Total
\$	(256,854) \$ 176,973 413,466 3,281,748 2,676,657 3,447,028	(25,939) \$ 6,452 (1,050,759) (877,150) 3,135,211 1,074,963 3,561,281	- (117,693) (155,419) (188,974) (1,451,127) 2,968,825 2,849,646 3,163,719	\$ (451,592) \$ - (16,775) 13,602 (1,107,337) (1,090,517) 1,106,104 3,577,372 3,052,827	(45) 700 (233,239) (1,567,699) (814,342) 212,878 991,220 2,021,375 3,462,024	6,512,729 4,735,546 9,344,933 7,967,355 4,164,306 5,585,957 7,729,909 7,732,311 5,074,202 3,462,024
<u>\$</u>	9,739,018 \$	5,824,059 \$	7,068,977	5,083,684 \$	4,072,872 \$	62,309,272

#### Evaluation as of March 31:

Accident Year		1995		1996		1997		1998		1999
1995	\$	13,052,996	\$	7,224,508	\$	3,642,424	\$	2,831,399	\$	1,429,534
1996		-		13,005,493		9,800,058		4,914,837		3,353,288
1997		-		-		13,093,241		7,416,655		2,709,645
1998		-		-		-		9,902,422		6,750,947
1999		-		-		-		-		11,609,220
2000		-		-		-		-		-
2001		-		-		-		-		-
2002		-		-		-		-		-
2003		-		-		-		-		-
2004						-		_		
Total	<u>\$</u>	13,052,996	<u>\$</u>	20,230,001	<u>\$</u>	26,535,723	<u>\$</u>	25,065,313	<u>\$</u>	25,852,634

Change in Incurred but not Reported Reserves During Year Ended March 31:

Accident Year	_	1995	 1996	 1997	 1998	1999
1995	\$	13,052,996	\$ (5,828,488)	\$ (3,582,084)	\$ (811,025)	\$ (1,401,865)
1996		-	13,005,493	(3,205,435)	(4,885,221)	(1,561,549)
1997		-	-	13,093,241	(5,676,586)	(4,707,010)
1998		-	-	-	9,902,422	(3,151,475)
1999		-	-	-	-	11,609,220
2000		-	-	-	-	-
2001		-	-	-	-	_
2002		-	-	-	-	-
2003		-	-	-	-	-
2004		-	 	 -	 -	 
Total	\$	13,052,996	\$ 7,177,005	\$ 6,305,722	\$ (1,470,410)	\$ 787,321

<sup>\*</sup> Incurred but not reported reserves are net of discount.

# Loss Development Through March 31, 2004 \* Incurred but not Reported Reserves: All Coverages

	2004	2003		2002		2001		2000	
		_	I \$	125,221	86	500,886	\$	706,100	\$
	24,923	49,802	•	298,815	88	1,079,988		2,166,438	
	43,856	88,413		540,558	26	1,161,426		1,857,926	
	193,249	166,224		415,607		910,731		3,164,090	
	111,616	294,020		1,925,649	78	4,260,678		8,128,121	
	690,871	2,198,979		5,182,432	79	8,893,479		11,101,828	
	752,986	3,125,000		6,834,756	10	11,285,240			
	1,620,913	6,481,685		11,120,560		-		-	
	7,942,658	12,679,514		-		-		-	
	12,691,486			_					
	12,071,700				_				
							_	27 124 74	\$
	24 072 558	<b>25.083.637</b>	\$	26,443,598	8	28,092,428	<u>\$</u>	<u>27,124,503</u>	
	24,072,558	25,083,637	<u>\$</u>	26,443,598	<u>8</u>	28,092,428	<u>\$</u>	27,124,503	
Total	<b>24,072,558</b> 2004	25,083,637	\$	<b>26,443,598</b> 2002	<u>8</u>	2001	<u>\$</u>	2000	
	2004	2003			<b>-</b>			2000 (723,434)	\$
_	2004	2003		2002	<del>-</del> 	2001		2000 (723,434) (1,186,850)	
5 - 24,923	2004 - (24,879)	2003 (125,221) \$ (249,013)	- <del>-</del> ) \$	2002	<del>-</del> 4) :	2001 (205,214)		2000 (723,434) (1,186,850) (851,719)	
24,923 43,856	2004 - (24,879) (44,557)	2003 (125,221) \$ (249,013) (452,145)	- <del>-</del>	2002 (375,665) (781,173)	<del>-</del> 4) : 0)	2001 (205,214) (1,086,450)		2000 (723,434) (1,186,850) (851,719) (3,586,857)	
24,923 43,856 193,249	2004 - (24,879) (44,557) 27,025	2003 (125,221) \$ (249,013) (452,145) (249,383)	- <del>-</del>	2002 (375,665) (781,173) (620,868)	<del></del>	2001 (205,214) (1,086,450) (696,500) (2,253,359) (3,867,443)		2000 (723,434) (1,186,850) (851,719) (3,586,857) (3,481,099)	\$
- 24,923 43,856 193,249	2004 - (24,879) (44,557) 27,025 (182,404)	2003 (125,221) \$ (249,013) (452,145) (249,383) (1,631,629)	\$ ) \$ )	2002 (375,665) (781,173) (620,868) (495,124)	<del></del>	2001 (205,214) (1,086,450) (696,500) (2,253,359)		2000 (723,434) (1,186,850) (851,719) (3,586,857)	\$
24,923 43,856 193,249 111,616 690,871	2004 - (24,879) (44,557) 27,025 (182,404) (1,508,108)	2003 (125,221) \$ (249,013) (452,145) (249,383) (1,631,629) (2,983,453)	\$ ) \$ )	2002 (375,665) (781,173) (620,868) (495,124) (2,335,029)		2001 (205,214) (1,086,450) (696,500) (2,253,359) (3,867,443)		2000 (723,434) (1,186,850) (851,719) (3,586,857) (3,481,099)	\$
24,923 43,856 193,249 111,616 690,871 752,986	2004 - (24,879) (44,557) 27,025 (182,404) (1,508,108) (2,372,014)	2003 (125,221) \$ (249,013) (452,145) (249,383) (1,631,629)	\$ ) \$ )	2002 (375,665) (781,173) (620,868) (495,124) (2,335,029) (3,711,047)		2001 (205,214) (1,086,450) (696,500) (2,253,359) (3,867,443) (2,208,349)		2000 (723,434) (1,186,850) (851,719) (3,586,857) (3,481,099)	\$
24,923 43,856 193,249 111,616 690,871	2004 - (24,879) (44,557) 27,025 (182,404) (1,508,108)	2003 (125,221) \$ (249,013) (452,145) (249,383) (1,631,629) (2,983,453) (3,709,756)	\$ ) \$ )	2002 (375,665) (781,173) (620,868) (495,124) (2,335,029) (3,711,047) (4,450,484)		2001 (205,214) (1,086,450) (696,500) (2,253,359) (3,867,443) (2,208,349)		2000 (723,434) (1,186,850) (851,719) (3,586,857) (3,481,099)	\$

### Loss Development Through March 31, 2004 Reported Claim Counts: All Coverages

#### Evaluation as of March 31:

Accident											
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	
1995	97	154	193	188	197	198	198	198	202	202	
1996	-	88	170	192	198	199	199	200	202	202	
1997	-	-	129	194	214	220	220	220	202	202	
1998	-	-	-	112	164	180	187	187		227	
1999	-	-	_	_	95	158	176	179	194	194	
2000	-	-	-	-	-	98	143	156	189	189	
2001	-	-	_	_	_	-	107		179	179	
2002	-	-	-	_	_	_		175	209	213	
2003	-	_	-	_	_	-	-	135	221	228	
2004	-	-	_	_	_	-	-	-	143	202	
					<del>-</del>					<u> 169</u>	
Total	97	242	492	686	868	1,053	1,230	1,450	1,766	2,005	

Loss Development Through March 31, 2004 Closed Claim Counts: All Coverages

### Evaluation as of March 31:

Accident	
----------	--

Year	1995	1996	1997	1998	1999	2000	2001	2002	_2003	2004
1995 1996	64	104	144	169	188	194	196	196	202	202
1997	-	71 -	127 83	160 15 <del>4</del>	189	195	197	199	201	201
1998	-	-	-	94	185 131	211 152	21 <i>7</i> 175	219 181	225	225
1999	-	-	_	-	72	131	151	171	188 187	191 188
2000 2001	-	<u>-</u>	-	-	-	71	115	139	170	176
2002	-	-	-	-	-	-	<b>88</b> -	147 104	185 188	203
2003 2004	-	-	-	-	-	-	<u>-</u>	-	112	209 180
200 <del>4</del>		-		<u>-</u>		-			-	128
Total	64	<u> 175</u>	354	577	765	954	1,139	1,356	1,658	1,903

#### Evaluation as of March 31:

Acci	dent Year	-	1995	·	1996	 1997	 1998		1999
1995		\$	25,463	\$	876,272	\$ 2,496,339	\$ 5,045,646	\$	5,943,464
1996			-		122,167	905,754	2,190,092		3,320,862
1997			-		-	203,972	2,927,305		4,807,763
1998			-		-	-	119,055		1,576,870
1999			-		-	-	-		288,210
2000			-		-	-	-		-
2001			-		-	-	-		-
2002			-		-	-	-		-
2003			-		-	-	-		-
2004					-	 	 _	_	
	Total	\$	25,463	\$	998.439	\$ 3.606.065	\$ 10.282.098	\$	15.937 169

### Loss Payments (Recoveries) During Year Ended March 31:

Accident Ye	ear	1995	 1996	 1997	 1998	 1999
1995	\$	25,463	\$ 850,809	\$ 1,620,067	\$ 2,549,307	\$ 897,818
1996		_	122,167	783,587	1,284,338	1,130,770
1997		-	-	203,972	2,723,333	1,880,458
1998		-	-	_	119,055	1,457,815
1999		-	-	-	-	288,210
2000		-	-	-	-	_
2001		-	-	_	-	_
2002		-	-	-	-	_
2003		-	-	-	-	_
2004			 	 -	 -	 -
Tot	tal \$	25,463	\$ 972,976	\$ 2,607,626	\$ 6,676,033	\$ 5,655,071

### Loss Development Through March 31, 2004 Paid Losses: General Liability

_	2000		2001		2002		2003		2004	_	
\$	6,079,464	\$	6,111,416	\$	6,119,221	\$	6,119,722	¢	( III 722		
	3,599,710	·	3,623,394	•	4,000,624		4,000,624	Ф	6,119,722		
	7,215,152		8,713,672		8,658,212		8,651,518		4,000,579		
	3,368,952		5,804,781		5,931,268		•		8,652,218		
	1,332,114		2,181,422		2,688,264		5,977,483		6,710,846		
	99,036		1,248,580		2,764,366		2,953,682		2,916,674		
			386,068				3,616,929		3,682,288		
	_		300,000		1,147,961		2,895,521		4,200,277		
	-		-		109,848		477,924		3,652,878		
	-		-		-		138,975		434,874		
_			-		-		_		110,836		
<u>\$</u>	21,694,428	\$	28,069,333	<u>\$</u>	31,419,764	\$	34,832,378	<u>\$</u>	40,481,192		
	2000		2001		2002		2003		2004		Total
											- I Otal
\$	136,000	\$	31,952	\$	7,805	\$	501	\$		¢	( ) 10 7
	278,848		23,684	•	377,230	Ψ	301	Ψ	- (45)	\$	6,119,7
	2,407,389		1,498,520		(55,460)		(( (04)		(45)		4,000,5
	1.702.000		1,170,520		(33,700)		(6,694)		700		8,652,2

### Evaluation as of March 31:

Accident Year	 1995		1996	 1997		1998		1999
1995	\$ 1,365,317	\$	4,664,663	\$ 5,424,803	\$	1,736,644	\$	918,828
1996	-		997,791	3,657,788	•	1,876,448	•	665,025
1997	-		-	2,435,115		3,428,362		4,847,731
1998	-		-	_		3,068,033		3,790,109
1999	-		_	_		3,000,033		
2000	_		_	_		-		1,821,686
2001	-		_	_		-		-
2002	_		_	-		-		-
2003	_		_	-		_		-
2004	_		-	-		-		-
	 			 		-		
Total	\$ 1,365,317	<u>\$</u>	5,662,454	\$ 1,517,706	<u>\$</u>	10,109,487	\$	12,043,379

### Change in Case Reserves During Year Ended March 31:

Accident Year	 1995		1996		1997	· <del></del>	1998	<del></del> .	1999
1995	\$ 1,365,317	\$	3,299,346	\$	760,140	\$	(3,688,159) \$		(817,816)
1996	-		997,791	•	2,659,997	•	(1,781,340)	,	•
1997	-		-		2,435,115		993,247		(1,211,423) 1,419,369
1998	-		-		_, .55,. ,5		3,068,033		
1999	_		_		_		3,000,033		722,076
2000	_		-		_		-		1,821,686
2001	_		_		_		-		-
2002	_		_		-		-		-
2003	_		_		-		-		-
2004	_		_		-		-		-
							<del>-</del> -		-
Total	\$ 1,365,317	<u>\$</u>	4,297,137	<u>\$</u>	5,855,252	\$	(1,408,219) \$		1,933,892

### Loss Development Through March 31, 2004 **Case Reserves: General Liability**

	2000		2001		2002		2003		2004	_	
\$	525,974	\$	459,898	\$	452,093	\$	_	\$			
	512,155		494,923		, <u>-</u>	,	_	Ψ	-		
	3,052,215		494,280		393,378		382,486		- 275 42 L		
	5,315,905		1,995,976		1,680,515		1,647,902		375,431		
	3,349,781		5,106,144		3,146,997		1,773,742		681,300		
	1,823,430		2,384,599		3,625,335				243,051		
	-		2,718,899		4,606,246		1,558,873		245,008		
	_		2,7 70,077				3,947,866		2,855,354		
	_		_		2,364,423		5,384,830		3,178,852		
			-		-		1,435,401		2,858,596		
_	<del></del>		-		•	_	-	_	2,107,147		
<u>\$</u>	14,579,460	<u>\$</u>	13,654,719	<u>\$</u>	16,268,987	<u>\$</u>	16,131,100	<u>\$</u>	12,544,739		
	2000		2001		2002		2003		2004		Total
¢	(303.05.4)	<b>.</b>	(44.00								
\$	(392,854)	<b>\$</b>	(66,076)	\$	(7,805)	\$	(452,093)	\$	-	\$	_
	(152,870)		(17,232)		(494,923)		_		_	•	
	(1,795,516)		(2,557,935)		(100,902)		(10,892)		(7,055)		375,431
	1,525,796		(3,319,929)		(315,461)		(32,613)		(966,602)		681,300
	1 528 095		1 754 242		/1 0F0 1470		(,)		(>00,002)		001,300

(1,373,255)

(2,066,462)

3,020,407

1,435,401

(658,380)

(1,530,691)

(1,313,865)

(1,092,512)

(2,205,978)

243,051

245,008

2,855,354

3,178,852

(1,959,147)

1,240,736

1,887,347

2,364,423

1,528,095

1,823,430

1,756,363

2,718,899

561,169

#### Evaluation as of March 31:

Accident Year	 1995		1996		1997	 1998	•	1999
1995	\$ 1,390,780	\$	5,540,935	\$	7,921,142	\$ 6,782,290	\$	6,862,292
1996	-		1,119,958		4,563,542	4,066,540	•	3,985,887
1997	-		_		2,639,087	6,355,667		9,655,494
1998	-		-		-	3,187,088		5,366,979
1999	-		-		-	, , , <u>-</u>		2,109,896
2000	-		-		_	_		
2001	-		-		_	_		_
2002	-		-		_	-		_
2003	_		-		-	_		-
2004	 -				-	 -	_	-
Total	\$ 1,390,780	<u>\$</u>	6,660,893	<u>\$</u>	15,123,771	\$ 20,391,585	\$	27,980,548

### Incremental Losses Reported During Year Ended March 31:

Accident Year	 1995	 1996	 1997	 1998	 1999
1995	\$ 1,390,780	\$ 4,150,155	\$ 2,380,207	\$ (1,138,852)	\$ 80,002
1996	-	1,119,958	3,443,584	(497,002)	(80,653)
1997	-	-	2,639,087	3,716,580	3,299,827
1998	-	-	-	3,187,088	2,179,891
1999	_	-	-	-	2,109,896
2000	-	-	~	-	-
2001	-	-	-	-	_
2002	-	-	-	-	_
2003	-	_	-	_	-
2004	 -	 	 -	 -	 -
Total	\$ 1,390,780	\$ 5,270,113	\$ 8,462,878	\$ 5,267,814	\$ 7.588.963

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): General Liability

	2000	2001	2002	2003	2004
\$	6,605,438 4,111,865 10,267,367 8,684,857 4,681,895 1,922,466	\$ 6,571,314 4,118,317 9,207,952 7,800,757 7,287,566 3,633,179 3,104,967	\$ 6,571,314 4,000,624 9,051,590 7,611,783 5,835,261 6,389,701 5,754,207 2,474,271	\$ 6,119,722 4,000,624 9,034,004 7,625,385 4,727,424 5,175,802 6,843,387 5,862,754 1,574,376	\$ 6,119,722 4,000,579 9,027,649 7,392,146 3,159,725 3,927,296 7,055,631 6,831,730
		-	<del></del>	1,3/4,3/6	3,293,470 2,217,983
<u>\$</u>	36,273,888	\$ 41,724,052	\$ 47,688,751	\$ 50,963,478	\$ 53,025,931

 2000	2001	2002	2003	2004	Total
\$ (256,854) \$ 125,978 611,873 3,317,878 2,571,999 1,922,466	(34,124) \$ 6,452 (1,059,415) (884,100) 2,605,671 1,710,713 3,104,967	(117,693) (156,362) (188,974) (1,452,305) 2,756,522 2,649,240 2,474,271	\$ (451,592) \$ - (17,586) 13,602 (1,107,837) (1,213,899) 1,089,180 3,388,483 1,574,376 -		
\$ 8,293,340 \$	5,450,164 \$	5,964,699	\$ 3,274,727 \$	2,062,453 \$	

#### Evaluation as of March 31:

Accident Year	 1995	 1996		1997		1998		1999
1995	\$ 13,043,244	\$ 7,224,508	\$	3,642,424	\$	2,831,399	\$	1,429,534
1996	-	12,936,399		9,800,058		4,914,837		3,353,288
1997	-	-		12,989,605		7,408,111		2,709,645
1998	-	-		-		9,811,978		6,734,328
1999	-	-		-		-		11,322,073
2000	-	-		-		-		-
2001	-	-		-		_		_
2002	-	_		-		_		-
2003	-	-		-		_		-
2004	 _	 		-		_		-
Total	\$ 13,043,244	\$ 20,160,907	<u>\$</u>	26,432,087	<u>\$</u>	24,966,325	<u>\$</u>	25,548,868

Change in Incurred but not Reported Reserves During Year Ended March 31:

Accident Year		1995	 1996	 1997	 1998		1999
1995	\$	13,043,244	\$ (5,818,736)	\$ (3,582,084)	\$ (811,025)	\$	(1,401,865)
1996		-	12,936,399	(3,136,341)	(4,885,221)	•	(1,561,549)
1997		-	-	12,989,605	(5,581,494)		(4,698,466)
1998		-	-	-	9,811,978		(3,077,650)
1999		-	_	-	· · · -		11,322,073
2000		-	-	-	-		-
2001		-	_	-	_		-
2002		-	_	-	_		_
2003		-	_	-	_		_
2004			 	 	 _		_
Total	\$_	13,043,244	\$ 7,117,663	\$ 6,271,180	\$ (1,465,762)	\$	582,543

<sup>\*</sup> Incurred but not reported reserves are net of discount.

# Loss Development Through March 31, 2004 \* Incurred but not Reported Reserves: General Liability

 2000	2001	<del>-</del>	2002		2003		2004
\$ 706,100 2,166,438 1,857,926 3,164,090 7,993,697 10,969,156	\$ 500,886 1,079,988 1,161,426 910,731 4,260,678 8,861,009 11,007,544		125,221 298,815 540,558 415,607 1,925,649 5,182,432 6,829,156	\$	49,802 88,413 166,224 294,020 2,198,979 3,125,000	\$	24,923 43,856 193,249 111,616 690,871 752,986
-	-		10,976,380		6,445,977 12,312,756		1,620,913 7,922,077
\$ 26,857,407	\$ 27,782,262	\$	<u>-</u> 26,293,818	<u>\$ 2</u>	24,681,171	\$ 2	12,416,128

2000	2001	2002	2003	2004	Total
\$ (723,434) \$ (1,186,850) (851,719) (3,570,238) (3,328,376) 10,969,156	(205,214) \$ (1,086,450) (696,500) (2,253,359) (3,733,019) (2,108,147) 11,007,544	(781,173) (620,868) (495,124) (2,335,029) (3,678,577) (4,178,388) 10,976,380	(125,221) \$ (249,013) (452,145) (249,383) (1,631,629) (2,983,453) (3,704,156) (4,530,403) 12,312,756	(24,879) (44,557) 27,025 (182,404) (1,508,108) (2,372,014) (4,825,064) (4,390,679) 12,416,128	\$ 24,923 43,856 193,249 111,616 690,871 752,986 1,620,913 7,922,077 12,416,128

### Loss Development Through March 31, 2004 Reported Claim Counts: General Liability

#### Evaluation as of March 31:

Accident											
Year		1996	1997	1998	1999	2000	2001	2002	2003	2004	
1005	_										
1995	36	81	117	111	119	120	120	120	124	124	
1996	-	23	80	93	99	99	99	100	102	102	4
1997	-	~	59	91	109	115	115	115	122	122	
1998	-	-	-	33	65	78	84	84	91	91	
1999	-	_	-	_	38	67	85	88	98	98	•
2000	-	-	-	-	_	32	59	72	95	96	
2001	-	-	_	_	_	_	37	84	117		
2002	-	_	_	_	_	_				120	
2003	-	_	_	_	_		-	40	101	107	
2004	_	_	_	_	-	-	-	-	51	89	
									-	62	
Total	36	104	256	328	430	511	599	703	901	1011	

Loss Development Through March 31, 2004 Closed Claim Counts: General Liability

### Evaluation as of March 31:

Accident
----------

Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
										2004
1995	10	31	68	92	110	116	118	118	124	104
1996	-	8	37	65	91	96	98		124	124
1997	-	-	24	54	82			100	102	102
1998			<b>4</b> 1			106	112	114	120	120
1999	-	-	-	15	34	50	72	78	85	88
	-	-	-	-	16	40	60	80	96	97
2000	-	-	-	-	-	11	33	57	88	94
2001	-	_	_	_	_	_	20			
2002	_	_	_			_	20	58	95	110
2003			-	-	-	-	-	24	68	88
2004	-	-	-	-	-	-	-	-	30	67
2007	-								<del>-</del>	37
Total	10	20	120							
, otal			129	226	333	419	<u>513</u>	629	808	927

### Evaluation as of March 31:

Accident Year	 1995		1996		1997		1998		1999
1995	\$ -	\$	116	\$	116	\$	308	\$	1.100
1996	-	·	268	•	3,252	Ψ	37,809	Ф	1,108
1997	_				347		· ·		63,426
1998					J <del>1</del> /		7,525		15,500
1999	-		-		-		4,742		12,033
2000	-		-		-		-		-
2001	-		-		-		-		-
	-		-		-		-		_
2002	-		-		-		_		_
2003	-		-		_		_		_
2004	_		_				_		-
Total	\$ •	<u>\$</u>	384	<u>\$</u>	3,715	<u>\$</u>	50,384	<u>\$</u>	92,067

### Loss Payments During Year Ended March 31:

Accident Year	 1995		1996		1997		1998	· <del></del>	1999
1995	\$ -	\$	116	\$	_	\$	192	\$	800
1996	-		268	•	2,984	•	34,557	Ψ	
1997	_				347				25,617
1998	_						7,178		7,975
1999	_		-		-		4,742		7,291
2000	-		-		-		-		-
2001	_		-		-		-		-
2002	-		-		-		-		-
2003	_		-		-		-		-
2004	-		-		-		-		-
2001	 				-				
Total	\$ -	<u>\$</u>	384	<u>\$</u>	3,331	<u>\$</u>	46,669	<u>\$</u>	41,683

# Loss Development Through March 31, 2004 Paid Losses: Trunkline Liability

 2000	2001	2002	2003	2004		
\$ 1,108 82,121 60,006 63,754 42,435 74,725 - - -	\$ 9,293 87,851 68,662 97,471 571,975 287,836 23,554	91,191 2 69,605 97,471 5 573,153 458,075	92,323 70,416 97,471 573,653	\$ 9,293 100,813 77,471 97,471 573,653 1,025,976 109,786 76,479 34,380 71,493		
\$ 324,149	\$ 1,146,642	\$ 1,413,937	\$ 1,550,292	\$ 2,176,815		

2000	 2001		2002		2003		2004		Total	
\$ -	\$ 8,185	\$	-	\$	-	\$	_	\$	9,293	
18,695	5,730		3,340		1,132		8,490	•	100,813	
44,506	8,656		943		118		7,055		77,471	
51,721	33,71 <i>7</i>		-		-		-		97,471	
42,435	529,540		1,178		500		-		573,653	
74,725	213,111		170,239		79,193		488,708		1,025,976	
-	23,554		57,056		4,854		24,322		109,786	
-	-		34,539		19,696		22,244		76,479	
-	-		-		30,169		4,211		34,380	
	 		-				71,493		71,493	
\$ 232,082	\$ 822,493	\$	267,295	<u> </u>	136,355	<u> </u>	•	<u> </u>		

#### Evaluation as of March 31:

Accident Year	1995		1996		1997		1998		1999		2000	
1995	\$	-	\$	-	\$	17,500	\$	-	\$	_	\$	<del>-</del>
1996		-		-		2,018		213,033		62,253	•	94,584
1997		-		-		-		6,509		242,913		-
1998		-		-		-		. <b>-</b>		115,018		26,767
1999		-		-		-		-		-		-
2000		-		-		-		-		-		17,500
2001		-		-		-		-		-		_
2002		-		-		-		-		-		_
2003		-		-		_		-		-		_
2004			<del></del>			-		-				_
Total	\$	•	\$	-	\$	19,518	\$_	219,542	<u>\$</u>	420,184	\$	138,851

### Change in Case Reserves During Year Ended March 31:

Accident Year	1995		1996		1997		1998		1999		2000	
1995	\$	_	\$	_	\$	17,500	\$	(17,500)	\$	-	\$	-
1996		-		-		2,018		211,015	·	(150,780)	•	32,331
1997		-		-		-		6,509		236,404		(242,913)
1998		-		-		-		-		115,018		(88,251)
1999		-		-		-		-		-		-
2000		-		-		_		-		_		17,500
2001		-		-		-		_		-		-
2002		-		-		_		_		-		_
2003		-		_		-		_		_		_
2004		-		-		_		-				
Total	\$	-	\$	_	\$	19,518	\$	200,024	\$	200.642	\$	(281.333)

### Loss Development Through March 31, 2004 Case Reserves: Trunkline Liability

	2001	 2002		2003	2004			
\$	- 88,854	\$ - 85,514	\$	- 84,382	\$	- 75.000		
	-	-		0 <del>1</del> ,362 -		75,892 -		
	-	-		-		-		
	-	-		-		-		
	-	42,564		87,129		32,585		
	-	-		11,000		_		
	-	-		-		-		
	-	-		-		~		
	-	 		-		**		
<u>\$</u>	88,854	\$ 128,078	<u>\$</u>	182,511	\$	108,477		

 2001	2002	2003	2004	Total		
\$ - \$ (5,730) -	- (3,340) -	\$ - \$ (1,132) -	- (8,490) -	- 75,892		
(26,767) - (17,500) -	- - 42,564 -	- - 44,565 11,000	- (54,544)	- - 32,585		
- - -	- -	- - -	(11,000) - - -	- - -		
\$ (49,997) \$	39,224	5 54,433 \$	(74,034) \$	108,477		

#### Evaluation as of March 31:

Accident Year		1995	_	1996	 1997		1998		1999		2000
1995	\$	-	\$	116	\$ 17,616	\$	308	\$	1,108	\$	1,108
1996		-		268	5,270	,	250,842	•	125,679	Ψ	176,705
1997		_		-	347		14,034		258,413		60,006
1998		-		-	-		4,742		127,051		90,521
1999		-		-	-				-		42,435
2000		-		-	_		-		_		92,225
2001		-		-	-		-		_		12,223
2002		-		-	-		-		_		_
2003		-		-	•		_		_		-
2004		_		-	-		_		_		-
						_					<del></del> ,
Total	<u>\$</u>	-	\$	384	\$ 23,233	<u>\$</u>	269,926	\$	512,251	\$	463,000

### Incremental Losses Reported During Year Ended March 31:

Accident Year	1995		1996		 1997		1998	1999	2000	
1995	\$	-	\$	116	\$ 17,500	\$	(17,308)	\$ 800 \$		
1996		-		268	5,002	•	245,572	(125,163)	51,026	
1997		-		-	347		13,687	244,379	(198,407)	
1998		-			-		4,742	122,309	(36,530)	
1999		-		-	-		· <u>-</u>	-	42,435	
2000		-		-	-		-	-	92,225	
2001		-		-	_		_	_	72,223	
2002		-		-	-		_	_	-	
2003		_		-	-		-	_	-	
2004		-		-	 •		-			
Total	\$	•	\$	384	\$ 22,849	<u>\$</u>	246,693	242,325 \$	(49,251)	

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): Trunkline Liability

 2001		2002	 2003	2004			
\$ 9,293 176,705	\$	9,293 176,705	\$ 9,293 176,705	\$	9,293 176,705		
68,662 97,471		69,605 97,471	70,416 97,471		77,471 97,471		
571,975 287,836		573,153 500,639	573,653		573,653		
23,554		80,610	624,397 96,464		1,058,561 109,786		
-		34,539 -	54,235 30,169		76,479 34,380		
 			 		71,493		
\$ 1,235,496	\$	1,542,015	\$ 1,732,803	\$	2,285,292		

 2001	2002			2003	. <del></del>	2004	Total		
\$ 8,185	\$	-	\$	-	\$	-	\$	9,293	
-		-		-		_		176,705	
8,656		943		811		7,055		77,471	
6,950		-		-		-		97,471	
529,540		1,178		500		_		573,653	
195,611		212,803		123,758		434,164		1,058,561	
23,554		57,056		15,854		13,322		109,786	
-		34,539		19,696		22,244		76,479	
-		-		30,169		4,211		34,380	
 -	_			-		71,493		71,493	
\$ 772,496	<u>\$</u>	306,519	<u>\$</u>	190,788	\$	552,489	.\$	2,285,292	

### Loss Development Through March 31, 2004 Reported Claim Counts: Trunkline Liability

Accident										
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	-	1	ı	2	3	3	3	3	3	3
1996	-	1	2	9	9	10	10	10	10	10
1997	_	-	1	4	6	6	6	6	6	6
1998	-	_	-	4	10	13	14	14		
1999	_	-	_	_ •	_	5	5	5	14	14
2000	_	_	_	_	-	3		_	5	5
2001	_	_	_	-	-	3	3	3	3	3
2002	_	-	-	-	-	-	2	3	3	4
2003	-	-	-	-	-	-	-	-	-	1
2004	-	-	-	-	-	-	-	-	1	2
2004				-						1
Total	*	2	4	19	28	40	43	44	45	49

Loss Development Through March 31, 2004 Closed Claim Counts: Trunkline Liability

Accident										
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
1007										
1995	-	1	1	2	3	3	3	3	3	3
1996	_	1	2	5	8	9	9	9		
1997	_	_	1	3	4		_		9	9
1998	_	_	•			6	6	6	6	6
1999		_	-	4	8	13	14	14	14	14
2000	-	-	-	-	-	5	5	5	5	5
	-	-	-	-	-	1	1	1	1	2
2001	-	-	-	_	_	-	1	2	2	4
2002	-	-	-	-	_	-	_	_	_	1
2003	-	_	-	_	_			-		1
2004	_	_			_	-	-	-	ı	2
				-						
Total	-	2	4	14	23	37	39	40	41	47

#### Evaluation as of March 31:

Accident Year		1995		1996	1997		1998		1999
1995	\$	852	\$	(29,148) \$	(27,399)	\$	(27,399)	t	(27,399)
1996		-		15,026	44,345	•	44,345	þ	44,345
1997		-		-	12,763		14,451		•
1998		_		-	12,703		10,898		14,451
1999		_		_	_		10,676		12,849
2000		-		_	_		-		18,464
2001		_		_			-		-
2002		_		_	· <del>-</del>		-		-
2003		_		-	-		-		-
2004		_		-	-		-		-
		<del></del>		<del>-</del> -	-				
Total	<u>\$</u>	852	<u>\$</u>	(14,122) \$	29,709	\$	42,295	,	62,710

### Loss Payments (Recoveries) During Year Ended March 31:

Accident Year	1995		1996		1997		1998		1999	
1995	\$	852	\$	(30,000)	\$	1,749	\$		\$	
1996		-	•	15,026	•	29,319	Ψ	_	Ψ	-
1997		_		-		12,763		1,688		-
1998		-		_				10,898		1051
1999		-		-		_		10,076		1,951
2000		-		-		_		-		18,464
2001		_		_				-		-
2002		-		_		<u>-</u>		-		-
2003		_		_		_		-		-
2004		_		_		-		-		-
								<del></del>		
Total	\$	852	<u>\$</u>	(14,974)	<u>\$</u>	43,831	<u>\$</u>	12,586	\$	20,415

# Loss Development Through March 31, 2004 Paid Losses: Auto Physical Damage

-	2000	2001	2002	2003	2004		
\$	(27,399) \$ 44,345 14,451 12,849 36,110 3,965	(27,399) \$ 44,345 14,451 12,849 36,110 3,965 73,854	(27,399) \$ 44,345 14,451 12,849 36,110 3,965 74,719 37,721 -	(27,399) 5 44,345 14,451 12,849 36,110 3,965 74,719 39,284 2,168	\$ (27,399) 44,345 14,451 12,849 36,110 3,965 74,719 39,284 5,708 20,224		
\$	84,321 \$	158,175 \$	196,761 \$	200,492	224,256		

 2000 20		2001	2002			2003	 2004	Total	
\$ -	\$	-	\$	-	\$	-	\$ _	\$	(27,399)
-		-		-		-	-	,	44,345
-		-		-		-	_		14,451
-		-		-		-	-		12,849
17,646		-		-		-	-		36,110
3,965		<b>-</b>		-		-	-		3,965
-		73,854		865		-	-		74,719
-		-		37,721		1,563	-		39,284
-		-		-		2,168	3,540		5,708
 				-			 20,224		20,224
\$ 21,611	<u>\$</u>	73,854	\$	38,586	<u>\$</u>	3,731	\$ 23,764	<u>\$</u>	224,256

#### Evaluation as of March 31:

Accident Year	 995		996		997		998		999	2	.000
1995	\$ _	\$	_	\$	_	\$	_	\$	_	\$	
1996	_	•	-	•	_	•	_	Ψ	_	Ψ	-
1997	_		_		_		_		-		-
1998	-		_		_		_		-		-
1999	_		_		_		_		-		-
2000	_		_		_		_		-		-
2001	_		_		_		_		-		-
2002	-		_		_		_		-		-
2003	-		_		_		_		-		-
2004	 							******			
	 							-			
Total	\$ -	<u>\$</u>	•	\$	•	\$	-	\$	•	<u>\$</u>	•

### Change in Case Reserves During Year Ended March 31:

Accident Year		995	1996		1997		1998		1999		2000	
1995	\$	-	\$	_	\$	_	\$	_	\$		\$	
1996	·	_	,	_	•	_	Ψ	_	Ψ	-	Ф	-
1997		_		_		_		_		-		-
1998		_		_		_		_		-		-
1999		-		_		_		_		-		-
2000		_		_		_		-		-		-
2001		_		_		_		-		-		-
2002		_		_		_		-		-		_
2003		_		_		_		-		-		-
2004			·									
								-	<del></del>			-
Total	\$	-	\$	-	\$	-	\$		\$	_	\$	-

### Loss Development Through March 31, 2004 Case Reserves: Auto Physical Damage

2001	20	002	2	.003	2004		
\$ -	\$	_	\$	_	\$	_	
-		_		_	•	_	
-		-		_		_	
-		-		-		_	
-		-		-		_	
-		-		-		-	
-		-		-		-	
-		-		-		-	
	<del></del>	-		_		-	
-		-		-		-	
<u> </u>	\$	•	\$	•	\$	-	

2	001	2	002	2003		2	004	Total		
\$	-	\$	-	\$	-	\$	_	\$	_	
	-		-		-		_	•	_	
	-		-		-		_		-	
	-		-		~		-		-	
	-		-		-		-		-	
	-		-		-		-		-	
	-		-		-		-		-	
	-		-		-		-		-	
					-		-			
			-		-			<del></del> ,	-	
\$	_	¢		÷		•				
<del>-</del>		<b>P</b>		<u> </u>	-	\$	• <del></del>	\$	-	

#### Evaluation as of March 31:

Accident Year	-	1995	 1996	1997	1998	1999	2000	
1995	\$	852	\$ (29,148) \$	(27,399) \$	(27,399) \$	5 (27,399) \$	(27,399)	
1996		-	15,026	44,345	44,345	44,345	44,345	
1997		-	-	12,763	14,451	14,451	14,451	
1998		-	-	-	10,898	12,849	12,849	
1999		-	-	_	-	18,464	36,110	
2000		-	-	-	_	-	3,965	
2001		-	-	-	_	_	-	
2002		-	-	-	_	_	_	
2003		-	-	-	-	_	_	
2004			 -		-		-	
Total	\$	852	\$ (14,122) \$	29,709 \$	42,295 \$	62,710 \$	84,321	

### Incremental Losses Reported During Year Ended March 31:

Accident Year	_	1995	1996		1997		1998		1999		2000	
1995	\$	852	\$	(30,000) \$	1,749	\$	_	\$	_	\$		
1996		-		15,026	29,319	~	_	Ψ	_	Ψ	-	
1997		-		-	12,763		1,688		-		-	
1998		_		_	-		10,898		1,951		-	
1999		_		-	_		-		18,464		17 (4)	
2000		-		_	_		_				17,646	
2001		_		-	_		_		-		3,965	
2002		_		-	_		_		-		-	
2003		_		-	_		_		-		•	
2004		-		_	_		_		-		-	
						_						
Total	\$	852	\$	(14,974) \$	43,831	\$	12,586	\$	20,415	\$	21.611	

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): Auto Physical Damage

 2001	 2002	- —	2003	2004
\$ (27,399)	\$ (27,399)	\$	(27,399) \$	(27,399)
44,345	44,345		44,345	44,345
14,451	14,451		14,451	14,451
12,849	12,849		12,849	12,849
36,110	36,110		36,110	36,110
3,965	3,965		3,965	3,965
73,854	74,719		74,719	74,719
-	37,721		39,284	39,284
-	-		2,168	5,708
 _	 			20,224
\$ 158,175	\$ 196,761	\$	200,492 \$	224,256

 2001	2002		 2003		2004	Total		
\$ -	\$	-	\$ -	\$	_	\$	(27,399)	
-		-	-		-	•	44,345	
-		-	-		-		14,451	
-		-	-		-		12,849	
-		-	-		-		36,110	
-		-	-		-		3,965	
73,854		865	_		-		74,719	
-		37,721	1,563		-		39,284	
-		-	2,168		3,540		5,708	
 -		-	 -		20,224		20,224	
\$ 73,854	\$	38,586	\$ 3,731	<u>\$</u>	23,764	\$	224,256	

### Loss Development Through March 31, 2004 Reported Claim Counts: Auto Physical Damage

Accident										
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	,		•	_						
	ı	ı	3	3	3	3	3	3	3	3
1996	-	1	2	2	2	2	2	2	2	2
1997	-	_	14	4	4	4	4	4		4
1998	_	_	_	2	3	3	•	•	4	4
1999			_	4	_	_	3	3	3	3
2000	-	-	-	-	4	5	5	5	5	5
	-	-	-	-	-	3	3	3	3	3
2001	-	-	-	-	-	_	3	4	4	4
2002	_	_	_	_	_		,			4
2003	_				_	-	-	4	5	5
2004	_	-	-	-	-	-	-	-	-	1
2004										3
Total		2	19		16		23	28	29	33

Loss Development Through March 31, 2004 Closed Claim Counts: Auto Physical Damage

Accident										
Year		1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	i	1	3	3	3	3	3	3	3	2
1996	_	2	2	2	2	2	2	2	-	3
1997	_		13	4			_	_	2	2
1998		_	13		4	4	4	4	4	4
1999	_	-	-	2	3	3	3	3	3	3
	-	-	-	-	4	5	5	5	5	5
2000	-	-	-	-	-	3	3	3	3	3
2001	-	-	-	_	-	-	3	4	4	
2002	-	_	_	_	_		J		•	4
2003	_	_			_	-	-	4	5	5
2004		_	-	-	-	-	-	-	-	1
2001										3
Total		3	18	11	16	20	23	28	29	33

#### Evaluation as of March 31:

Accident Year	 1995	-	1996		1997		1998		1999
1995 1996	\$ 60,126	\$	95,813	\$	106,303	\$	106,303	\$	85,345
1997	<del>-</del> -		95,319 -		249,313 822		249,313 11,845		249,313 231,978
1998 1999	-		-		-		16,381		17,883
2000	-		-		-		-		71,566
2001 2002	-		-		-		-		-
2002	-		-		-		-		-
2004	 		_		_		-		
Total	\$ 60,126	<u>\$</u>	191,132	<u>\$</u>	356,438	\$	383,842	\$	656,085

### Loss Payments (Recoveries) During Year Ended March 31:

Accident Year	-	1995	1996		1997		1998		1999	
1995	\$	60,126	\$	35,687	\$	10,490	\$	_	\$	(20,958)
1996		•		95,319	•	153,994	Ψ	_	Ψ	(20,736)
1997		-		-		822		11,023		220,133
1998		-		~		-		16,381		1,502
1999 2000		-		-		-		-		71,566
2001		-		-		-		-		-
2002		-		-		-		-		_
2003		_		_		_		-		-
2004		-		-				-		<u>-</u>
Total	<u>\$</u>	60,126	<u>\$</u>	131,006	\$	165,306	<u>\$</u>	27,404	\$	272,243

# Loss Development Through March 31, 2004 Paid Losses: Property

	2000		2001	 2002	2003		 2004
\$	85,345 249,313 231,978 17,883 162,881 206,647 - -	\$	85,345 249,313 231,978 17,883 162,881 226,426 172,326	\$ 85,345 249,313 231,978 17,883 162,881 226,426 146,491 56,730	\$	85,345 249,313 231,978 17,883 162,881 226,426 145,331 80,083 920,085	\$ 85,345 249,313 231,978 17,883 162,881 226,426 217,671 80,083 973,398 78,907
<u>\$</u>	954,047	<u>\$</u>	1,146,152	\$ 1,177,047	\$	2,119,325	\$ 2,323,885

	2000	-	2001	 2002 2003		2003	2004			Total
\$	-	\$	-	\$ -	\$	_	\$		\$	05.245
	_		_	_	•		Ψ	-	Ф	85,345
	_			-		-		-		249,313
			-	-		-		-		231,978
	-		-	-		-		-		17,883
	91,315		-	-		-		_		162,881
	206,647		19,779	-		-		_		226,426
	-		172,326	(25,835)		(1,160)		72,340		217,671
	-		-	56,730		23,353		-		80,083
	-		-	-		920,085		53,313		973,398
			-	 -				78,907		78,907
<u>\$</u>	297,962	<u>\$</u>	192,105	\$ 30,895	<u>\$</u>	942,278	\$	204,560	<u>\$</u>	2,323,885

#### Evaluation as of March 31:

Accident Year	 995		1996	-	1997		1998		1999		2000
1995	\$ _	\$	_	\$	-	\$		\$		\$	
1996	-		500	•	_	~		Ψ	-	Ф	-
1997	_		-		3,216,678		877,707		-		-
1998	_		_		-		0//,/0/		-		-
1999	_		_				-		-		-
2000	_		_		-		~		101,785		
2001	_		_		-		•		-		875,000
2002	_		_		-		-		-		-
2003	_		-		-		-		-		-
2004	_		-		-		-		-		-
	 <del></del> -	<del></del>							-		
Total	\$ -	\$	500	<u>\$</u>	3,216,678	<u>\$</u>	877,707	<u>\$</u>	101,785	\$	875,000

### Change in Case Reserves During Year Ended March 31:

Accident Year		1995		1996	6 1997 1998 19		1999		2000			
1995	\$	_	\$	_	\$	_	\$	_	¢		¢	-
1996		-	·	500	•	(500)	Ψ	_	Ψ	-	\$	-
1997		-		-		3,216,678		(2,338,971)		(877,707)		-
1998		-		-		-						
1999		-		-		_		_		101,785		- (101,785)
2000		_		_		_		_		101,703		
2001		_		-		_		-		-		875,000
2002		-		_		_		-		-		-
2003		_		_		-		-		-		
2004		_		_		_		-		-		-
						<del></del>		-	_			
Total	<u>\$</u>	-	<u>\$</u>	500	<u>\$ :</u>	3,216,178	\$	(2,338,971)	\$	(775,922)	\$	773,215

### Loss Development Through March 31, 2004 Case Reserves: Property

2001	 2002		2003	2004			
\$ -	\$ -	\$	•	\$	_		
-	-	•	-	•	-		
-	-		_		_		
-	-		-		-		
-	-		_		_		
-	-		-		-		
-	85,028		85,028		_		
-	16,823		-		-		
-	-		33,500		_		
 	 •		-		52,595		
\$ -	\$ 101,851	\$	118,528	\$	52,595		

	2001	2002		 2003		2004		Total
\$	-	\$	-	\$ -	\$	_	\$	_
	-		-	-	·	-	•	_
	-		-	-		-		_
	-		-	-		-		_
	-		-	_		-		_
	(875,000)		-	_		_		_
	-		85,028	-		(85,028)		_
	-		16,823	(16,823)		-		_
	-		-	33,500		(33,500)		_
	-		-	 		52,595		52,595
<u>\$</u>	(875,000)	\$	101,851	\$ 16,677	\$	- (65,933)	<u>\$</u>	52,595

#### Evaluation as of March 31:

Accident Year		1995		1996		1997		1998		1999		2000
1995	\$	60,126	\$	95,813	\$	106,303	\$	106,303	\$	85,345	æ	05.245
1996		-		95,819	•	249,313	•	249,313	Ф	249,313	\$	85,345
1997		-		_		3,217,500		889,552		,		249,313
1998		_		_		3,217,300				231,978		231,978
1999		_				-		16,381		17,883		17,883
2000		_		-		-		-		173,351		162,881
2001		_		-		-		-		-		1,081,647
2002		-		-		-		~		-		-
2003		-		-		-		-		-		
2004		-		-		-		-		-		-
2004				-		-				-		
Total	<u>\$</u>	60,126	<u>\$</u>	191,632	<u>\$</u>	3,573,116	<u>\$</u>	1,261,549	<u>\$</u>	757,870	\$	I,829,047

Incremental Losses Reported During Year Ended March 31:

Accident Year	 1995		1996		1997		1998		1999		2000
1995	\$ 60,126	\$	35,687	\$	10,490	\$	_	\$	(20,958)	¢	•
1996	-		95,819	·	153,494	•	_	Ψ	(20,936)	Þ	-
1997	-		-		3,217,500		(2,327,948)		(657,574)		_
1998	-		-		-		16,381		1,502		
1999	_		_		_		•		· ·		- (10 470)
2000	_		_		_		-		173,351		(10,470)
2001	_		_		-		-		-		1,081,647
2002	_		_		-		-		-		-
2003	_		-		-		-		-		~
2004	_		-		-		-		-		-
	 -		_						-		•
Total	\$ 60,126	\$	131,506	\$	3,381,484	\$ 4	(2.311.567)	\$	(503 670)		

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): Property

 2001	2002	2		2003		2004
\$ 85,345 249,313		5,345	\$	85,345	\$	85,345
231,978	231	9,313 ,978,		249,313 231,978		249,313 231,978
17,883 162,881		7,883 1,881		17,883 162,881		17,883 162,881
226,426 172,326		,426 ,519		226,426 230,359		226,426 217,671
_		,553		80,083		80,083
 		<u>-</u> .		953,585 		973,398 131,502
\$ 1,146,152	<b>\$ 1,278,</b>	898	\$ 2	,237,853	\$ 2	,376,480

	2001	 2002	2003			2004	Total		
\$	-	\$ -	\$	_	\$	-	\$	85,345	
	-	-		-	•	-	•	249,313	
	-	-		-		-		231,978	
	-	-		-		-		17,883	
	(055 05	-		-		-		162,881	
	(855,221)	-		-		-		226,426	
	172,326	59,193		(1,160)		(12,688)		217,671	
	-	73,553		6,530		-		80,083	
	-	-		953,585		19,813		973,398	
	-	 _		_		131,502		131,502	
<u>\$</u>	(682,895)	\$ 132,746	\$	958,955	<u>\$</u>	138,627	\$	2,376,480	

Loss Development Through March 31, 2004 Reported Claim Counts: Property

Accident										
Year		1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	12	16	17	17	17	17	17	17	17	17
1996	-	12	14	14	14	14	14	14	14	17
1997	-	-	11	12	15	15	15	15	15	
1998	-	_	_	8	11	11	11			15
1999	-	_	_	_	15	26		11	11	11
2000	_	_	_	_	13		26	26	26	26
2001			-	-	-	9	13	13	13	13
2002	_	-	-	-	-	-	14	18	18	18
2003	_	-	-	-	-	-	-	15	18	18
2004	-	-	-	-	-	-	-	-	19	22
2004			<del></del>							14
Total	12	28	42		72	92	_110	129	151	168

Loss Development Through March 31, 2004 Closed Claim Counts: Property

Accident										
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	13									
	12	16	17	17	17	17	17	17	17	17
1996	-	11	14	14	14	14	14	14	14	14
1997	-	-	7	11	15	15	15	15	15	15
1998	-	-	-	8	П	11	11	11	11	
1999	-	-	_	_	14	26	26			11
2000	_	_	_	_				26	26	26
2001	_			-	-	8	13	13	13	13
2002		-	-	-	-	-	14	17	17	18
2003	-	-	-	-	-	-	-	13	18	18
2004	-	-	-	-	-	-	-	-	16	22
2004										9
Total	12	27	38	50	71	91	110	126	147	163

#### Evaluation as of March 31:

Accident Year	: Year 1995		1996		1997		1998	1999		
1995	\$	258,971	\$	262,194	\$	575,768	\$	575,768	\$	325,768
1996		-		324,543		249,798		264,204		264,604
1997		-		-		102,546		175,470		(6,616)
1998		-		-		~		341,806		446,606
1999		-		-		-		-		176,890
2000		-		-		-		-		-
2001 2002		-		-		-		-		_
2002		-		-		-		-		-
2004		-		-		-		-		-
2007						•	·			-
Total	\$	258,971	<u>\$</u>	586,737	<u>\$</u>	928,112	<u>\$ 1</u>	,357,248	<u>\$</u>	1,207,252

### Loss Payments (Recoveries) During Year Ended March 31:

Accident Year	Accident Year 1995			1996	1997			1998	1999		
1995	\$	258,971	\$	3,223	\$	313,574	\$	_	\$	(250,000)	
1996		-		324,543		(74,745)		14,406	•	400	
1997		-		-		102,546		72,924		(182,086)	
1998		-		-		-		341,806		104,800	
1999 2000		-		-		-		-		176,890	
2001		-		-		-		-		-	
2002		-		-		-		-		-	
2003		_		_		_				-	
2004		_		_		_		-		-	
	_					<del>-</del>		-			
Total	\$	258,971	<u>\$</u>	327,766	<u>\$</u>	341,375	<u>\$</u>	429,136	<u>\$</u>	(149,996)	

### Loss Development Through March 31, 2004 Paid Losses: Equipment Physical

	2000	2001	2002	2003	2004
\$	325,768 264,604 (6,616) 447,006 231,937 269,604 - - -	\$ 325,768 264,604 (6,616) 447,006 231,937 370,585 175,081 - -	264,604	\$ 325,768 264,604 (6,616) 447,006 231,937 369,709 272,102 704,735 441,760	\$ 325,768 264,604 (6,616) 447,006 231,937 369,709 272,102 704,735 767,246 866,314
<u>\$</u>	1,532,303	\$ 1,808,365	\$ 2,266,566	\$ 3,051,005	\$ 4,242,805

	2000	 2001		2002		2003		2004	Total	
\$	-	\$ -	\$	-	\$	-	\$	_	\$	325,768
	-	-		-		-		-		264,604
	- 400	-		-		-		-		(6,616)
	55,047	-		-		-		-		447,006
	269,604	-		-		-		-		231,937
	207,604	100,981		(500)		(376)		-		369,709
	-	175,081		94,791		2,230		-		272,102
	-	-		363,910		340,825		-		704,735
	-	-		-		441,760		325,486		767,246
	-	 <del>-</del>		*		-		866,314	-	866,314
<u>\$</u>	325,051	\$ 276,062	<u>\$</u>	458,201	<u>\$</u>	784,439	<u>\$</u>	1,191,800	\$	4,242,805

#### Evaluation as of March 31:

Accident Year	1995		1996		1997		1998			1999	2000	
1995	\$	72,940	\$	3,000	\$	_	\$	-	\$		<b>*</b>	
1996		· _	•	333	~	_	Ψ	-	Ф	-	\$	-
1997		_		-				22.042		31		-
1998		_		-		41,262		22,862		-		-
1999		_		-		-		16		-		-
2000		-		-		-		-		-		-
2001		-		-		-		-		-		77,121
		-		-		-		-		_		· -
2002		-		-		-		_		_		_
2003		-		-		_		_				
2004		-		-		_				-		-
										<del>-</del>		-
Total	<u>\$</u>	72,940	<u>\$</u>	3,333	\$	41,262	<u>\$</u>	22,878	\$	31	<u>\$</u>	77,121

### Change in Case Reserves During Year Ended March 31:

Accident Year	1995		· ———	1996		1997		1998		1999	2000	
1995	\$	72,940	\$	(69,940)	\$	(3,000)	\$	_	\$		¢	
1996		-	•	333	~	(333)	Ψ	-	Ψ	-	\$	-
1997				333		, ,				31		(31)
1998		•		-		41,262		(18,400)		(22,862)		-
		-		-		-		16		(16)		_
1999		-		-		_		_				
2000		-		-		-						77.101
2001		_		_				-		-		77,121
2002				_		-		-		-		-
2003		-		-		-		-		-		- ,
		-		-		-		-		_		_
2004	<del>-</del>	<del>-</del>		-		<del>-</del> -		-		-		
Total	\$	72,940	<u>\$</u>	(69,607)	\$	37,929	\$	(18,384)	\$	(22.847)	\$	77.090

### Loss Development Through March 31, 2004 Case Reserves: Equipment Physical

 2001		2002		2003		2004
\$ -	\$	-	\$	-	\$	_
-		-		-	·	-
-		-		-		-
-		-		-		-
-		-		-		-
-		-		-		_
11,499		-		_		-
-		179,725		_		_
-		-		50,769		-
 		_				154,508
\$ 11,499	<u>\$</u>	179,725	<u>\$</u>	50,769	\$	154,508

 2001		2002	 2003	 2004		Total
\$ -	\$	-	\$ -	\$ _	\$	_
-		-	_	_	•	_
-		-	-	-		_
-		-	-	_		-
-		-	-	_		_
(77,121)		-	_	_		_
11,499		(11,499)	-	_		_
-		179,725	(179,725)	_		_
-		-	50,769	(50,769)		_
 		-		154,508		154,508
				 		,500
\$ (65,622)	<u>\$</u>	168,226	\$ (128,956)	\$ 103,739	\$	154,508

#### Evaluation as of March 31:

Accident Year		1995	 1996	· <del></del>	1997	1998			1999	
1995	\$	331,911	\$ 265,194	\$	575,768	\$	575,768	\$	325,768	
1996		-	324,876		249,798	*	264,204	Ψ	264,635	
1997		-	-		143,808		198,332		(6,616)	
1998		-	_		-		341,822		446,606	
1999		-	_		_		511,022		176,890	
2000		_	-		-		_		170,070	
2001		-	_		-		_		-	
2002		-	-		_		-		-	
2003		-	_		_		-		-	
2004		-	-		_		-		-	
							<del>-</del>	_	-	
Total	<u>\$</u>	331,911	\$ 590,070	<u>\$</u>	969,374	<u>\$</u>	1,380,126	<u>\$</u>	1,207,283	

### Incremental Losses Reported During Year Ended March 31:

Accident Year		1996	1997	1998	1999		
1995	\$ 331,911	\$ (66,717) \$	310,574	\$ -	\$ (250,000)		
1996	-	324,876	(75,078)	14,406	, , , , , ,		
1997	-	-	143,808	·	431 -		
1998	_	_	173,000	54,524	(204,948)		
1999	_	-	-	341,822	104,784		
2000	<del>-</del>	-	-	-	176,890 <b>"</b>		
2001	-	-	-	-	-		
	-	-	-	-	<u>.                                    </u>		
2002	-	-	-	-	-		
2003	-	-	-	_	_		
2004	-	_	_	_	_		
Total	\$ 331,911	\$ 258,159	379,304	\$ 410,752	<u>\$ (172,843)</u>		

### Loss Development Through March 31, 2004 Reported Losses (Paid Losses Plus Case Reserves): Equipment Physical

 2000		2001		2002		2003		2004
\$ 325,768 264,604 (6,616) 447,006 231,937 346,725 - - -	\$	325,768 264,604 (6,616) 447,006 231,937 370,585 186,580 - - -	\$	325,768 264,604 (6,616) 447,006 231,937 370,085 269,872 543,635	\$	325,768 264,604 (6,616) 447,006 231,937 369,709 272,102 704,735 492,529	<b>\$</b>	325,768 264,604 (6,616) 447,006 231,937 369,709 272,102 704,735 767,246 1,020,822
\$ ,609,424	<u>\$</u>	1,819,864	<u>\$</u>	2,446,291	<u>\$</u> :	3,101,774	\$	4,397,313

	2000	2001		2002	 2003		2004	. <u> </u>	Total
\$		\$ -	\$	-	\$ -	\$	_	\$	325,768
	(31)	-		-	-		_	·	264,604
	- 400	-		-	-		-		(6,616)
	55,047	-		-	-		-		447,006
	346,725	-		-	-		-		231,937
	370,723	23,860		(500)	(376)		-		369,709
	-	186,580		83,292	2,230		-		272,102
	-	-		543,635	161,100		-		704,735
	-	-		-	492,529		274,717		767,246
				-	 -		1,020,822		1,020,822
<u>\$</u>	402,141	210,440	<u>\$</u>	626,427	\$ 655,483	\$_	1,295,539	\$	4,397,313

#### Evaluation as of March 31:

Accident Year		1995		1996	1997		1998		. <u></u>	1999
1995	\$	9,752	\$	_	\$	_	\$	_	\$	
1996		-		69,094	•	_	•	_	Ψ	-
1997		-		<i>-</i>		103,636		8,544		-
1998		-		_		_		90,444		-
1999		-		-		_		70,777		16,619
2000		-		_		_		-		287,147
2001		_		_		_		-		-
2002		_		_		_		-		-
2003		_		_		-		-		-
2004		_		_		-		-		-
		· · · · · · · · · · · · · · · · · · ·								-
Total	<u>\$</u>	9,752	<u>\$</u>	69,094	<u>\$</u>	103,636	<u>\$</u>	98,988	\$	303,766

Change in Incurred but not Reported Reserves During Year Ended March 31:

Accident Year	 1995		1996		1997 1998		1999		
1995	\$ 9,752	\$	(9,752)	\$	_	\$	_	\$	
1996	_		69,094	•	(69,094)	•	_	Ψ	-
1997	-		-		103,636		(95,092)		(8,544)
1998	-		-		-		90,444		(73,825)
1999	-		-		-		-		287,147
2000	-		-		-		-		•
2001	-		-		_		_		_
2002	-		-		_		_		_
2003	-		-		-		_		_
2004	 				_		-		- -
Total	\$ 9,752	<u>\$</u>	59,342	<u>\$</u>	34,542	\$	(4,648)	\$	204,778

<sup>\*</sup> Incurred but not reported reserves are net of discount.

# Loss Development Through March 31, 2004 \* Incurred but not Reported Reserves: Equipment Physical

	2000		2001		2002		2003		2004
\$	-	\$	•	\$	_	\$	•	\$	_
	-		-		-	•	-	•	_
	-		-		_		-		-
	-		-		-		_		_
	134,424		_		-		-		
	132,672		32,470		-		_		_
	•		277,696		5,600		_		_
	-		-		144,180		35,708		- -
	-		-		_		366,758		20,581
			-		-		<u> </u>		275,358
<u>\$</u>	267,096	<u>\$</u>	310,166	<u>\$</u>	149,780	<u>\$</u>	402,466	\$	295,939

 2000		2001	 2002		2003	2004			Total
\$ -	\$	-	\$ -	\$	-	\$	-	\$	_
-		-	-		-		-	•	-
<b>-</b>		-	-		-		-		_
(16,619)		-	-		_		_		_
(152,723)		(134,424)	_		_		_		
132,672		(100,202)	(32,470)		-		_		_
-		277,696	(272,096)		(5,600)		=		_
-		-	144,180		(108,472)		(35,708)		_
-		-	-		366,758		(346,177)		20,581
 -			 -		-		275,358		275,358
\$ (36,670)	<u>\$</u>	43,070	\$ (160,386)	<u>\$</u>	252,686	\$	(106,527)	\$	295,939

### Loss Development Through March 31, 2004 Reported Claim Counts: Equipment Physical

Total	48	106	171	277	322	390	455	546	640	744 -
							-		-	89
2004	_	_			-	-	-	-	72	88
2003	-	-	_	-	_		_	70		97
2002	-	-	-	_	_	_	_	76	97	67 *
2001	-	-	-	-	_	_	51	66	67	
2000	-	-	-	-	-	51	65	65	65	64
	-	-	-	-	38	55	55	55	55	55
1999	-	-	-	65	75	75	75	75	75	75 .
1998	-	-	44	83	80	80	80	80	80	80
1997	_	J (			74	74	74	74	74	74
1996	_	51	72	74			55	55	55	55
1995	48	55	55	55	55	55	FF			
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Accident										

### Loss Development Through March 31, 2004 Closed Claim Counts: Equipment Physical

Accident										
Year	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
1995	41	55	55	55	55	55	55	55	55	FF
1996	-	49	72	74	74	74	74	74	74	55
1997	-	-	38	82	80	80	80	80	80	74 80
1998	-	-	-	65	75	<b>75</b>	75	75	75	75
1999	-	-	-	_	38	55	55	55	55	75 55
2000	-	-	-	-	_	48	65	65	65	55 64
2001	-	-	-	-	-	-	50	66	67	67
2002	-	-	-	-	-	_	-	63	97	97
2003	-	-	-	-	_	_	_	-	65	88
2004		-		-	-				<del>-</del>	
Total	41	104	165	276	322	387	454	533	633	733

#### Aging of Receivables March 31, 2004

<b>Members</b>	deductibles:
	acaachbies.

Total members receivable	<b>.</b>	35,000
> 90		-
> 00		-
31-90	•	35,000
0 - 30	\$	35,000
inpers deductibles:		

		1995		1996	_	1997		1998
Revenue				-				
Member contributions Rental income	\$	15,601,639	\$	15,266,473 	\$	15,149,791	\$	14,759,107 79,099
Total revenue		15,601,639		15,266,473		15,149,791		14.838,206
Expenses								
Provisions for claims:								
Payments		6,909,812		8,680,789		7.001.407		0.400.440
Increase in (reduction to) allowances for unsettled		0,707,012		0,000,769		7,001,486		9,429,448
claims and claims incurred but not reported		2,486,617		(1,747,605)		/I 044 227\		(2.201.212)
Reinsurance and excess insurance premiums		4,620,447		4,434,153		(1,044,227)		(3,391,717)
Service fee		1,212,022		1,225,982		4,272,028		4,308,984
Administrative expenses:		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		1,223,702		1,493,069		1,420,000
Salaries and wages		141,272		125,599		131,660		140 107
Taxes and insurance		19,574		12,027		131,660		140,127
Professional fees		80,769		116,690		105,289		14,160
Investment expenses		102,371		131,739		151,056		170,622
Office expenses		33,064		31,607		37,321		180,246 49,886
Rental expenses		64,999		57,157		60,764		100,369
Other		82,481		82,943		91,446		219,487
Total expenses		5,753,428		13,151,081	1	2,312,024		12,641,612
Excess of Revenue Over (Under) Expenses -								
Before other income (expenses) and distributions								
to members		(151,789)		2,115,392		2,837,767		2,196,594
Other Income (Expense)								
Interest and dividend income		2,209,952		2,549,843		2 004 171		
Realized and unrealized gains (losses) on		2,207,732		2,3 <del>47</del> ,0 <del>4</del> 3	•	2,804,171		3,028,391
investments		347,913		607,821		022.270		
Rental income		86,974		88,104		922,370	1	5,519,011
		00,774		00,104		82,290		
Total other income (expense)		2,644,839		3,245,768		3,808,831	ŀ	8,547,402
excess of Revenue Over (Under) Expenses -								
Before distributions to members	2	2,493,050		5,361,160	4	5,646,598	7	0 742 007
Distributions to Members				_,,			2	0,743,996
The state of the s		195,237		<del>-</del> -		,601,280		3,228,006
xcess of Revenue Over (Under) Expenses	\$ 2,	297,813	\$ 5	5,361,160 \$	5.	.045,318	<b>\$</b> 17	,515, <del>9</del> 90

### Comparative Schedule of Revenue and Expenses Years Ended March 31, 1995 through March 31, 2004

 1999		2000		2001	<u>.</u>	2002	2003		2004
\$ 14,793,180	\$	14,386,635	\$	14,576,954	\$	14,810,048		15,964,448	 18.561,140
 81,612	_	95,496	-	84,069		93,075		92,914	97,365
14,874,792		14 402 121			_		-		 
14,0/4,/92		14,482,131		14,661,023		14,903,123		16,057,362	18,658,505
6,306,020		7,284,074		7,805,692		4,135,468		5,279,417	7,695,461
(285,023)		(23,307)	)	(1,254,000)		140,372		2.047.000	(480 =0
4,184,576		3,928,497	,	4,007,943		4,353,993		2,947,099	(450,726)
1,352,850		1,333,240		1,222,863		1,092,350		4,468,305 1,129,521	6,526,885 1,143,505
172,093		182,094		204,758		253,320		330,400	340.004
15,826		17,350		21,168		21,022		105,505	340,081
136,295		133,285		128,317		83,743		164,563	129,273
180,724		185,420		166,882		147,341		158,298	179,828
49,802		44,060		47,552		61,376		81,509	213,467
120,666		99,476		126,059		114,103		101,260	126,358
 86,993		100,422		122,748		124,703		101,280	111,098 111,333
 12,320,822		13,284,611		12,599,982		10,527,791		14,884,789	16,126,563
2,553,970		1,197,520		2,061,041		4,375,332		1,172,573	2,531,942
2,956,471		2,747,371		2,254,502		2,439,643		2,533,282	2,521, <del>4</del> 07
 7,454,193 <u>-</u>		4,344,610		(6,752,565) -		791,519 -		(7,101,535)	7,131,984
 10,410,664		7,091,981		(4.498,063)		3,231,162		(4,568,253)	 9,653,391
12,964,634		8,289,501		(2,437,022)		7,606,494		(3,395,680)	12,185,333
 11,006,953		17,000,000		10,000,000		3,300,000		2,500,000	<b>.</b> .
 1,957,681	<u> </u>	(8,710,499)	<u>\$ (</u>	12,437,022)	\$	4,306,494	\$	47.000	\$ 12,185,333

	1995	1996	1997	1998
General liability	\$ 6,571,314	\$ 4,118,317	\$ 9,207,952	\$ 7,800,757
Trunkline liability	9,293	176,705	68,662	97,471
Auto physical damage	(27,399	44,345	14,451	12,849
Property	85,345	249,313	231,978	17,883
Equipment physical	325,768	264,604	(6,616)	447,006
Total reported losses	\$ 6,964,321	\$ 4,853,284	\$ 9,516,427	\$ 8,375,966

# Loss Fund for the Ten-Year Period Ended March 31, 2004

19	999	2000		2001	 2002	2003		 2004
\$ 7,2	287,566	\$ 3,633,179	\$	3,104,967	\$ 2,474,271	\$	1,574,376	\$ 2,217,983
5	571,975	287,836		23,554	34,539		30,169	71,493
	36,110	3,965		73,854	37,721		2,168	20,224
ł	62,881	226,426		172,326	73,553		953,585	131,502
2	31,937	370,585	_	186,580	 543,635		492,529	 1,020,822
\$ 8,29	0,469	\$ 4,521,991	<u>\$</u>	3,561,281	\$ 3,163,719	<u>\$</u>	3,052,827	\$ 3,462,024

# Claim Activity for the Ten-Year Period Ended March 31, 2004

	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
General liability	124	102	122	91	98	96	120	107	89	62
Trunkline liability	3	10	6	14	5	3	4	1	2	1
Auto physical damage	3	2	4	3	5	3	4	5	ı	3
Property	17	14	15	11	26	13	18	18	22	14
Equipment physical	55	74	80	75	55	64	67	97	88	89
Total	202	202	227	194	189	179	213	228	202	169
Claims settled in full	202	201	225	191	188	176	203	209	180	128
Claims pending		1	2	3	1	3	01	19	22	41
Total	_202	202	227	194	189	179	213	228	202	169
Number of members		73	73	<u>73</u>	73		74	<u>77</u>	78	<u>79</u>

#### Demographic Data March 31, 2004

Total number of members	79
Total property value	\$ 396,153,311
Total number of private passenger vehicles	1,725
Total number of trucks	3,582
Total number of trailers	847
Total miles of streets	81,666
Total population	5,761,366

#### **Scope of Coverages**

#### Liability:

Comprehensive general liability

Public officials liability

Liquor liability

Contractual liability

Umbrella liability

Auto liability

#### Auto Physical Damage:

Comprehensive

Collision

#### Property:

**Buildings** 

Contents

#### Equipment Physical Damage:

Construction equipment

Inventories

**EDP** 

#### Crime:

Money and securities

**Employee fidelity** 

Depositors forgery